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International Commerce

November 16, 1964

51st

NATIONAL FOREIGN TRADE CONVENTION

Business Bulletins *from around the world*

ARGENTINA—Dieldrin and heptachlor, when in insecticides for use against locust plagues, will continue to be allowed importation free from 40% surcharge until Aug. 18, 1965.

BELGIUM—1964 GNP estimated at $15.2 billion, compared with $13.9 billion in 1963. Eliminating price increases, real growth expected to be 5.5% in 1964, compared with 5.2% in 1963 and 4.3% in 1962.

BLEU trade deficit for July was $31.4 million, compared with surplus of $19.4 million during July 1963. For first seven months, 1964 trade deficit was $210 million, considerable deterioration from $56 million deficit for same period 1963.

Retail price index for September climbed 4.4% over the September 1963 level.

New plant opened by Hart and Cooley Manufacturing Co., Holland, Mich., to manufacture heating, air conditioning units primarily for export. Plant at Loekeren on Antwerp-Ghent highway represents $2 million investment.

Electro-Instruments, Inc., San Diego, Calif., establishes subsidiary in Brussels. Initially capitalized at $20,000, subsidiary to import, export, manufacture parent company's line of electric, electronic instruments, materials.

DOMINICAN REPUBLIC—Dominican Law No. 423 creates National Economic Council, headed by President, responsible for determining overall economic policy; coordinating execution of such policy; making recommendations in all aspects of economic activity; suggesting to Government legislative, regulatory, executive measures to make more effective the decisions taken in areas within Council's responsibility. Council, with responsibilities, functions clearly stipulated, should be useful in Government's efforts in stabilization, economic development in general.

EL SALVADOR—Government signs most-favored-nation (MFN) bilateral trade agreement with Republic of China, exempting either contracting party from providing under the MNF clause any considerations granted under Conventions, Customs Unions, Free Trade Zones, Regional Economic Integration Organizations such as Central American common market. Chinese Commercial Mission to visit each of Central American countries, Panama; may sign similar commercial agreements during visit.

FRANCE—Victoreen Instrument Co., Cleveland, and L'Electronique Appliquée, manufacturer of nuclear instruments, sign agreement under which French company licensed to manufacture instruments developed by instrument division of Cleveland and Tullamoure of Chicago, subsidiary of Victoreen.

GERMANY—A.O. Smith International, Milwaukee, and Mannesmann Landtechnik GmbH, Duesseldorf, form joint enterprise, Mannesmann A.O. Smith International GmbH, to produce ensilage dispensers for automatic feeding of cattle. Company's new manufacturing plant at Duisburg-Huckingen to be able to produce 1,000 units per year.

Continental Can Co. licenses Papier- und Klebstoffwerke Linnich GmbH, Duesseldorf, to produce Continental's paper cups for beverages, foods. Machinery to make cups at German firm now under construction in U.S.

Paper, cardboard food containers made by American Can Co. in U.S. to be sold here by a newly formed subsidiary at Coblenz, Dixie-Marathon Verpackungsgesellschaft GmbH.

GHANA—Parliament approves weight, measure bill providing for official use of metric system. Under new law, primary units of weight, measure to be expressed in both metric, imperial systems. Law designed to lead eventually to sole use of metric system.

GUATEMALA—Standard Oil of Calif. and Shell refinery located near port of Matias de Galvez on Caribbean Coast announce $3 million expansion to increase capacity to 12,000 barrels of crude oil per day, three times present capacity. With expansion and completion of Texaco refinery, country to have refinery capacity of 24,000 barrels per day, whereas present petroleum consumption rate is only between 8,000 and 10,000 barrels per day.

IRAN—General Electric awarded $2.5 million contract for 25,000 kw. power plant for Tehran. GE to supply two gas turbines each with capacity of 12,500 kw., equipped with transformers capable of boosting supply from 11,000 to 63,000 volts.

MALAYSIA—Another new cement plant with estimated annual capacity of 400,000 tons is in full operation in Ipoh, Malaya. Combined with three other plants in Malaya and plant and some grinding, packaging facilities in Singapore, new plant expected to make federation self-sufficient in cement.

NETHERLANDS—Socony Mobil Oil Co., Inc., New York, acquires Fabriek van Compositieverven of Delft. Dutch firm makes paints for industrial, home use.

Three large Dutch textile firms—N.V. Ankersmit's Textielfabrieken of Deventer, N.V. Stoomweverij Nijverheid of Enschede, N.V. P.F. van Vlissingen en Co's Katoenfabrieken of Helmond—plan to merge into new company, Texoprint N.V.

Amoco Nederlands Petroleum Co. struck natural gas reservoir near Schermer in North Holland province.

"Euro Control" air traffic control center to be established at Beek in Limburg province. Center to regulate air traffic over Holland, Belgium, northern part of West Germany.

NICARAGUA—Government simplifies collection of taxes on fishing within country for export. Assessments now to be made per pound of seafood exported, rather than on company profits.

SWITZERLAND—Ambassador W. True Davis officially opened Honorary Consulate in Basel Oct. 28. Official swearing-in of Dewey R. Holcombe as Honorary Consul attended by cantonal and municipal dignitaries, as well as members of Embassy staff.

TOGO—Government and French Compagnie General d'Enterprises Electriques sign preliminary agreement for construction of $800,000 cement plant with planned annual capacity of 60,000 mt.

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the cover

The National Foreign Trade Council's full-rigged ship has been symbolically exploring the earth since 1914 in search of new horizons in international commerce. More than 2,000 discovery-minded executives are gathering this week in New York's Waldorf-Astoria Hotel to map new NFTC voyages for the coming decades. See pages 2-4.

International Commerce

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CENTENNIAL, HERE WE COME!

NFTC gets set for

Oldest, largest world trade organization of U.S. corporation

NORRIS

BRADERMAN

HOGLUND

Plunging into its second half-century of work on behalf of American overseas trade and investment, the National Foreign Trade Council (NFTC) this week is holding its 51st annual convention.

More than 2,000 business executives from all parts of the Nation are converging on New York's Waldorf-Astoria Hotel for the Nov. 16-18 event. The convention will be called to order by NFTC Chairman E. S. Hoglund, General Motors Corp. vice president and group executive in charge of GM's Canadian and overseas operations.

Among the delegates are leading manufacturers, representatives of small, medium and large firms, commercial banks, and leaders in shipping, airlines, insurance, export-import, communications, publishing and advertising, engineering and construction. These spokesmen for the international business community—meeting at the convention with Commerce, State and Labor Department officials—will deliberate on the convention theme, "World Trade and Economic Development—A Mid-60's Appraisal of Policies and Prospects."

Secretary of State Dean Rusk will share the speakers' platform at the first general session with keynoter George S. Moore, chairman of NFTC's national convention committee and president of the First National City Bank, New York.

International trade session

With NFTC President Robert M. Norris in the chair, the Nov. 18 International Trade Session will feature an address by Charles B. Baker, president of United States Steel International, New York. This will be followed by an exchange of views among Eugene M. Braderman, director of the Bureau of International Commerce, R. H. Rowntree, executive vice president of the Export-Import Bank of Washington, and Philip H. Trezise, Deputy Assistant Secretary of State for Economic Affairs.

The Wednesday evening banquet—always the climactic event of NFTC conventions—will be highlighted by presentation of the 1964 Captain Robert Dollar Memorial Award as well as by the banquet address of Frederic G. Donner, chairman of the General Motors Corp., New York. Recipient of the award will be David Rockefeller, president of the Chase Manhattan Bank, New York.

Scheduled to deliver some of the other major addresses are Vasco Leitao da-Cunha, Brazil's foreign affairs minister (Americas Luncheon); Pierre-Paul Schweitzer, board chairman and managing director, International Monetary Fund, Washington (International Finance Session); Ewan Clague, Commissioner of Labor Statistics, Department of Labor, Washington (Industrial Relations Session); John Keith Waller, Australia's ambassador to the United States (Pacific-

MOORE

Asia Luncheon); Kenneth Rush, executive vice president, Union Carbide Corp., New York (Foreign Investment Session); John Sloan Dickey, president, Dartmouth College (Education Session); Curtis G. Benjamin, board chairman, McGraw-Hill Book Co., New York (Final General Session); Hubert de Besche, Sweden's ambassador to the United States (Europe Luncheon); Representative Hale Boggs of Louisiana (Tax Session); and John H. Adler, director, Economic Development Institute, World Bank, Washington (Economics Roundtable).

Fundamental contribution

As the oldest and largest organization of American companies engaging in world trade and investment, NFTC expects to

next 50 years

holding 51st annual convention in New York City

continue in its second half-century to further its fundamental objectives along three fronts. Chairman Hoglund and President Norris, in a joint letter introducing the organization's recent annual report, defined the goals this way:

► To promote and expand American foreign trade and investment through private initiative.

► To preserve and protect the effective role of free, private, competitive enterprise in international trade and investment.

► As the authoritative voice of the broad cross-section of United States international interests, large and small, represented by the membership of the Council, to develop, in consultation with industry and Government, measures to achieve the foregoing.

SCHWEITZER

The organization's strength, they continued, is derived from two central elements:

► *Unity* in concern for protection and promotion of America's foreign commerce on a private enterprise basis.

► *Diversity and breadth of representation* in the membership of the Council to include all sections of the Nation and all branches of industry, finance and related business services concerned with foreign trade and investment.

NFTC leaders feel that the organization's steady adherence to these principles and considerations is reflected in the actual membership figures. Approximately half of the Council's membership is comprised of leading U.S. manufacturing companies doing international business. Seventy-five of the hundred largest U.S. industrial corporations are members, but they constitute a relatively small percentage of total membership which is broadly representative of smaller enterprises as well.

Thirty-two of the 50 largest commercial banks in the United States are active supporting members, and more than twice that many banking institutions throughout the country also belong.

Declaration

This backing and comprehensiveness of organization lends unusual authority to the convention declaration which is adopted on the concluding day of the meetings each year. It provides a guideline of opinion on foreign economic policy for business and government, and decisively influences NFTC's planning and implementation of its own programs for the year ahead.

Months of preparation go into the development of this document, beginning with solicitation of the views of Council directors and members, Council committees concerned with specific aspects of U.S. economic policy, foreign trade organizations and interested individuals throughout the country.

Screening

Proposals from these sources are screened by the chairman and secretary of the Declaration Committee, drafted into preliminary recommendations and revised into final form during the convention by the 60-member Convention Declaration Committee.

The declaration adopted at last year's golden anniversary convention ranged over 18 policy questions facing the country and the business community.

Presentation of the 1964 convention declaration will be made at the final general session on Wednesday morning, Nov. 18, by Robert J. Dixson, chairman of the declaration committee and vice chairman of Johnson & Johnson International, New Brunswick, N.J.

RUSK

TREZISE

ROWNTREE

Banker-scholar-public servant wins 27th Robert Dollar award for championing world trade

Presentation to be made at banquet session climaxing National Foreign Trade Council's 51st annual convention

By STANLEY LICHTENSTEIN

Staff Writer

As the 1964 winner of the National Foreign Trade Council's Captain Robert Dollar Memorial Award, David Rockefeller joins 26 predecessors in NFTC's hall of fame.

Rockefeller, president of the Chase Manhattan Bank, combines business acumen with eloquent exposition of humanitarian ideas. For him the profit side of the ledger is a launching pad for "conversion of earnings into meaningful human advancement and satisfaction."

Last spring, the Bachelor of Science from Harvard and Doctor of Philosophy from the University of Chicago became the first banker to deliver the McKinsey Foundation lectures at Columbia University. Lecturers in the series are chosen as "men of action with the perspective and philosophical depth to describe the essential nature of our business system."

In his many-faceted career Rockefeller has planted seeds from which have sprung organizations like the Business Group for Latin America and the businessmen's "peace corps"—more formally known as the International Executive Service Corps. The Chase Manhattan Bank, which he heads, plays a strategic role in spurring economic development in other parts of the world. The gold plaque which will be presented to him Wednesday evening at the World Trade Dinner in the Waldorf-Astoria represents a token of recognition for his constant and constructive efforts along these lines.

On the eve of the convention, Rockefeller offers a number of observations and theories about current world developments. He discounts fears of an accelerated pace of U.S. investment abroad, welcomes the accompanying increase of European investments in the United States, hazards the guess that Russia's new rulers "would welcome trade overtures" on anything approaching their terms, expresses a sympathetic concern for Britain's economic problems, and looks for few economic "surprises" in the wake of President Johnson's re-election. On these points he says:

► "Trade and investment flow both ways across the Atlantic. People in some countries of late have expressed fears that an accelerated pace of U.S. investment abroad could result in an undesirable degree of American influence, and could even raise questions with regard to national sovereignty. I believe myself

ROCKEFELLER

that these fears have been greatly exaggerated. In part, they can be counterbalanced by a flow of capital the other way, as well as by an increased emphasis on a partnership approach to direct investment by U.S. firms abroad. The importance of trans-Atlantic trade to the nations of both continents is illustrated by the fact that almost a quarter of Western Europe's exports to overseas countries go to North America, and better than 30% of its imports come from there.

"We see a growing trend on the part of American firms to broaden their ownership by listing their shares on European exchanges, just as some European firms are now listed on U.S. exchanges.

"Similarly, we see American industrial companies taking more direct steps to spread production facilities all over the globe. In the past five years, more than 2,000 American companies have started new operations in Western Europe alone. A lesser but nonetheless important number of British and European firms have sought investments and affiliation in the United States. . . .

"Altogether this year, about one dollar out of every five appropriated for all new plants and equipment by American manufacturing companies is earmarked for overseas investment. I am not informed as to the corresponding intention of European entrepreneurs, but, whatever they may be, the resulting diffusion of technology, emergence of truly multinational corporations, and expansion of trade are welcome developments. . . .

"In my opinion, this trend toward greater internationalization of private enterprise will contribute to the cause of peace as well as stimulate higher living standards throughout the world."

► "The East-West trade issue . . . involves formidable problems—military, economic, political and psychological. They cannot be fully resolved in a week, a month or perhaps in several years. In my judgment, the Soviets must meet certain minimal expectations in terms of the protection of legal rights, the payment of debts, freedom from onerous bureaucratic delays and interference, and the creation of an overall climate conducive to greater confidence before we should consider liberalizing our terms of trade with them. But if we see evidence of good faith on these scores, then I am persuaded that we in the United States should look seriously for ways of increasing East-West trade."

► "Since the British election, I have talked with both American and British businessmen and financiers in London. The prevailing opinion seems to be that sweeping measures of nationalization will not be pressed, although some relatively token proposals may be advanced in view of Labor's long-standing commitment in this field. The expectation is that Mr. Wilson will try in this Parliament to lay the groundwork for administrative reform and offer an appealing legislative package on which to fight another election campaign in perhaps a year or 18 months."

► "President Johnson . . . is pretty well committed to carrying on familiar policies. In the wake of the labor settlement in the auto industry, there has been growing concern about a new wave of inflation but so far nothing has developed.

"If inflationary forces do turn up or if the balance-of-payments problem grows more serious, I would not be surprised to see the Federal Reserve further tighten its credit policies."

Lending agencies help

Eximbank, AID, World Bank group, IDB financing buoys exporters and investors

By ADA WRIGLEY
Bureau of International Commerce

Two U.S. agencies and several international institutions provide loans which help U.S. exporters and investors. Their purposes, resources, spheres of operation, and loan requirements vary considerably. Several have modified their operations within the past year.

This article and the accompanying chart provide an up-to-date summary of the purposes and character of these institutions insofar as their major lending operations are concerned.

First steps to financing

The U.S. exporter or investor seeking financing should:

- Familiarize himself with the differences in purposes and facilities of the lending agencies.
- Choose the one which seems best fitted to his particular needs.
- Generally, turn first to the agency of his own Government-Eximbank or AID. These agencies are more closely concerned with U.S. business operations, and procurement under their programs must —with some exceptions—be in the United States.

EXPORT-IMPORT BANK

The Export-Import Bank (Eximbank), principal U.S. Government export financing agency, both finances and provides credit guarantees for U.S. exports. Emphasis here is on its lending activities, particularly long-term as its underwriting of short-term and medium-term export credit insurance and its guaranteeing of medium-term export credits are to be covered in a later INTERNATIONAL COMMERCE article.

Project loans

For the long-term (over 5 years), Eximbank makes loans to borrowers abroad in countries which can repay in dollars on near-commercial terms. These loans are for large projects and at times are made in conjunction with assistance from other lending agencies.

In some instances, it guarantees payments of such loans financed by private sources. Under this so-called project financing, which has been Eximbank's most important activity over its years of operation, 44 loans totaling $525 million were authorized in fiscal year (FY)1963 and 58 loans totaling $570.2 million in FY 1964. In recent years project lending has been particularly heavy in several Asian countries (India and Thailand), Latin America (Venezuela and Mexico) and Europe (Spain).

Many of Eximbank's project loans are extended to private borrowers (both U.S. and foreign nationals). They may cover the U.S. costs incurred in establishment of new industries, expansion of existing ones, or replacement of obsolete capital equipment. Loans also are extended to governments or government agencies and some have been made to development institutions which relend to local industries.

Project loans are authorized upon application of overseas buyers. Eximbank does not finance total project costs but requires that there be reasonable equity investment; with private borrowers, Eximbank generally prefers that they put in 50% of the project cost. Local costs are not financed nor are purchases made in third countries.

Eximbank project loans bear interest at 5½%. Repayment terms vary from 5 to 20 years, depending upon the nature of the project.

There are no application forms for Eximbank's project loans. Letters of application, however, must contain sufficiently detailed economic, financial and engineering data to enable the Bank to determine that the proposed credit offers reasonable assurance of repayment. In approving the loans the country's foreign exchange situation, foreign indebtedness and total obligations to Eximbank are taken into account.

Procurement only in U.S.

Since Eximbank finances U.S. exports, procurement under its project loans is entirely in the United States. Purchases may be subject to competitive bidding or on a negotiated basis. All authorizations are publicly announced by Eximbank which often makes it possible for potential U.S. suppliers to bid. It is the borrower abroad, however, not Eximbank, who selects the U.S. suppliers. Frequently, the contract is negotiated on a conditional basis by the borrower with one or more suppliers before the loan is granted. In such cases Eximbank reviews the contract to make sure that it is in accord with acceptable standards and that the suppliers are qualified.

Many of Eximbank's large loans involve subcontracts and U.S. exporters may ship items financed by such loans without realizing Eximbank's financing role. Eximbank estimates that on its large project loans, such as for example a steel mill in the Philippines, several hundred suppliers and several thousand individual orders are involved.

Foreign trade loans

Eximbank occasionally provides large-scale emergency credit lines to foreign governments to assist in short-term balance-of-payments difficulties and to enable such countries to continue importing U.S. goods. Among recent credits of this type were loans to Argentina and Chile in 1963 and to Italy in 1964.

Eximbank also provides short-term agricultural commodity credits, which totaled $80 million in FY 1963 and $177.2 million in FY 1964, for U.S. cotton exports to Japan, Hong Kong and Austria.

AGENCY FOR INT. DEVELOPMENT

The Agency for International Development (AID) administers the U.S. foreign economic assistance program, a substantial part of which is in the form of development loans. In addition, AID provides development grants and technical assistance to many less-developed countries, and for a few countries—where a large defense effort exists—provides supporting assistance aimed at keeping them afloat (for example, Viet-Nam and Korea). Its financing activities also include investment guarantees and investment surveys as well as loans in local currencies which are generated from U.S. sales of surplus agricultural commodities.

In FY 1964 AID authorized 146 de-

Eximbank project loans help make U.S. sales

► A $3.2 million credit repayable over 15 years to Ingenio Riopaila, Limitad of Cali, Colombia, is financing purchases of machinery, equipment and related services in the United States for a project to increase output of refined sugar.

Combustion Engineering, Inc., of New York, will furnish two boilers; Westinghouse Electric International Co., electrical equipment; Philadelphia Gear Corp., reduction gears; and other U.S. suppliers, various types of equipment.

► A $5 million 6-year loan to Firestone Tyre and Rubber Co. (Thailand) Ltd., is helping to finance the purchase of U.S. equipment for mixing and gum dipping, dies, tube curing presses, machine shop machinery, laboratory equipment, three-roll calender, and electrical, hydraulic and compressed-air power supply equipment to be installed in a new plant to be constructed in Bangkok. Numerous U.S. firms will provide the equipment.

► A $4.5 million credit to the Government of Iran for purchase of trucks, truck tractors, loaders, motor graders, rollers, tankers, asphalt mixers, and other modern American road maintenance equipment will provide export sales for many U.S. companies. This is the fourth Eximbank credit since 1956 assisting the development of Iran's modern highway maintenance system.

► A $25 million credit repayable over 12 years to the Government of India is financing purchases of capital equipment and services from hundreds of U.S. suppliers. Similar credits to India totaling $225 million have been used for equipment for mining, construction, transportation, communications; and machinery for the textile, chemical, aluminum and auto industries.

► A $2 million credit repayable over 7 years to the private financial institution, Compania General de Aceptaciones, S.A., of Monterrey, Mexico, is providing funds for relending to small and medium-sized local industrial firms. Iron and steel foundries, cement and ceramic firms, manufacturers of plastics, clothing and shoes, constructors, food processors and woodworking concerns are buying U.S. equipment with these funds.

velopment loans to 39 countries, totaling $1.3 billion, a slight increase over those of the preceding year.

AID's loans are in countries and for projects where, despite the merits of the undertaking, conventional repayment terms are not feasible—for example, where foreign exchange prospects limit debt-servicing capacity. AID cooperates closely with the Eximbank on this aspect.

Development loans are made at the request of foreign governments, their agencies, or quasi-public or private enterprises located abroad. A considerable number of loans have been to local development banks and other financing institutions which, in turn, relend to local enterprises.

Although most of AID's development loans finance specific projects, some provide non-project assistance. The latter includes long-term loans for balance-of-payments support and general budgetary support in which the financing of general imports or certain categories of essential imports is often involved. For example, a series of AID loans authorized to India since June 1962 has totaled $715 million under which major categories of industrial raw materials and equipment have been imported from the United States. Several recent loans covering general imports have been made to Latin American countries, particularly Colombia.

Development loans have been made in many countries, but in recent years have been increasingly concentrated in a relatively few countries. In FY 1964, seven received about three-fourths of the loan funds, with India and Pakistan the two major recipients.

To get two-thirds

In its presentation to Congress of the FY 1965 program, AID indicated that it expected the following countries to receive about two-thirds of the planned development loans for the present year: Chile, Colombia, India, Nigeria, Pakistan, Tunisia, and Turkey. Among the factors taken into account in providing strong loan support to these countries are the soundness of their overall development plans and the adequacy of the self-help measures they are undertaking.

AID's development loans are in dollars and repayment is in dollars. The usual terms throughout FY 1964 were 40 years (including 10-year grace period), with a credit fee of ¾ of 1% for the grace period and interest of 2% or more for the remaining 30 years. For some of the loans, where the overall country situation is sufficiently favorable, an interest rate of 3½% was charged.

For loans to private borrowers, a two-step procedure is generally used whereby the borrower repays the loan to its government in local currency in a relatively short time (10 to 15 years with a 3 to 4-year grace period) at an interest rate of 5½%, and the local government repays AID in dollars over a longer period (usually 40 years) with the interest rate of 2% after the grace period (or more, if appropriate).

The Foreign Assistance Act of 1964, passed by Congress in October of this year, provided that an interest rate of 1% be charged for the grace period and that the minimum interest for the remaining period be raised to 2½%.

AID Missions overseas work with the less-developed countries in deciding the relative priorities of development projects. The Foreign Assistance Act of 1961, as amended—the basic legislation governing AID loans—specifies that such projects are to stimulate the economic development of the borrowing country, taking into account the country's human and material resources requirements, the relationship between the ultimate objectives of the projects and the country's overall economic development, and that such projects specifically provide for appropriate participation by private enterprise.

In approving development loans other factors taken into account include whether financing is obtainable from other free-world sources on reasonable terms; whether there is a reasonable prospect of repayment; and whether there are possible adverse effects upon the U.S. economy, with special reference to areas of substantial labor surplus.

Open tender, or negotiation

Procurement under AID's development loans generally is limited to goods and services of U.S. origin. In a few instances, however, the loan agreement provides for some procurement locally or from other free-world sources.

Basically there are two methods of procurement under AID's loans—open tender and private negotiation. Where loans are made for the large-scale importation of a wide range of commodities, the common procedure is to use bid tenders. These tenders—published in the *Small Business Circular* obtainable from the AID Office of Small Business, and in the *Commerce Business Daily* available from Commerce Department Field Offices—set forth the procedure for each bid and are timed to allow U.S. manufacturers and exporters sufficient opportunity to get their bids to the purchaser abroad. Companies may obtain business through direct quotations in response to such tenders without the use of local agents.

Sometimes, however, procurement is

not publicized and borrowers make their purchases as import licenses become available, that is, as use of the AID funds is authorized. In such cases, sales can be negotiated privately with importers in advance and become firm when the covering import license is issued. For most project loans, privately negotiated purchases are common; arrangements for obtaining the needed equipment are an integral part of the loan proposal.

For those countries with AID loans covering import programs of large magnitude and scope or where sizable project type loans are made, it is generally considered wise for companies to use on-the-spot agents. Agents often can scout out future business for which tenders are used. And for negotiated purchases, a firm with an agent on the spot is at a distinct advantage.

U.S. exports will flow under AID loans

► $275 million to India for procurement of U.S. equipment, materials and services, including iron and steel, medicines, chemicals, lubricants, nonferrous metals, rubber, vehicle components and spare parts, machine tools, earthmoving equipment, railway cranes, wood pulp and tire cord.

► $23 million to Hindustan Motors Ltd. in India for procurement of U.S. goods and services to modernize and expand the firm's capacity to produce truck and bus engines and chassis. Equipment to be financed includes presses, molding machines, variety of machine tools, furnaces, hoists, forklift trucks, and testing equipment.

► $3.6 million to Government of Somalia for foreign exchange and local costs of expanding and constructing port, power and water facilities in the City of Chisimaio.

► $8.4 million to the Government of Korea for financing the procurement of U.S. equipment, materials and services required to expand and improve Korea's telecommunications system, including microwave, offshore VHF telephone, carrier telegraph, program relay, and overseas radio facilities. Loan proceeds will also be used to finance an accounting survey and the services of engineering consultants.

WORLD BANK

Three major international lending institutions—the International Bank for Reconstruction and Development (IBRD), the International Development Association (IDA) and the International Finance Corporation (IFC)—constitute the so-called World Bank group. Although financially separate, the three institutions are integrated in many respects. The same staff serves all three and the same technical and economic standards are used in assessing proposed projects for their loans.

In the past year a number of changes in the activities of the World Bank institutions have occurred and the general lines of other changes have been announced recently by George D. Woods, President of these institutions.

The International Bank for Reconstruction and Development, known as the World Bank, is the most influential financing agency for developmental projects in the free world. It offers long-term loans, generally 15 to 25 years for capital projects. Infrastructure projects—electric power, transportation facilities, irrigation—have predominated. Most of its loans have been to government agencies; a few have been to private entities, with guarantees from the government of the borrowing country.

Since it began operations in 1946 the World Bank has made loans in virtually every major industrialized country, but in recent years its loans have focused primarily on the less-developed countries of its 102 members. Its lending over the years has been fairly evenly distributed about the world. Asia, the most populated area, has had the largest share, followed by Latin America, Europe and Africa. In the past fiscal year, ended June 30, 1964, the Bank made 37 loans totaling $810 million, sharply higher than the $448.7 million of the preceding year.

The World Bank obtains some of its funds from its members' subscriptions and its earnings. A large proportion, however, comes from the sale of bonds; thus interest rates on its loans reflect those prevailing in the capital markets where the bonds are sold. Currently, the interest rate is 5.5% and the only additional charge since July 1, 1964, is a commitment fee of ⅜ of 1% per year on undisbursed portions (a reduction from previous charges).

The World Bank does not compete with private financing. Private banks, however, sometimes join in Bank projects by taking the early maturities of its loans. For example, seven U.S. banks and three foreign institutional investors participated in a recent loan to a Rhodesian firm.

MACHINISTS IN ANKARA, Turkey, operate equipment made by a machine-tool firm in Cincinnati.

INT'L DEVELOPMENT ASS'N

The International Development Association, established in 1960, lends for projects of the same general types as those financed by IBRD, but confines its activities to less-developed countries not in a position to raise all their external financial needs at conventional terms and interest rates. By providing loans of 50 years (including a 10-year grace period) with nominal service charges (¾ of 1% per year), it supplements IBRD lending.

Most of IDA's $778 million worth of credits as of June 30, 1964, were extended for development of railways, highways and telecommunications ($396 million), irrigation, land improvement, flood control, and other projects to increase the output of food and other agricultural products ($133 million), and electric power facilities ($58 million).

IDA also has ventured into fields which the World Bank has not at this time touched, such as municipal water supply and sewerage systems and school construction. In recent years it also has made a considerable number of loans to development banks abroad which, in turn, provide a source of funds for private industrial projects. Most of IDA's loans have gone to Asia, with India by far the

U.S. AND INTERNATIONAL LENDING AGENCIES WHICH

(Prepared in International Finance Division,

	Export-Import Bank (Eximbank)[2]	Agency for International Development (AID)[3]	International Bank for Reconstruction and Development
Purpose and definition	Project credits: To finance the sale of U.S. capital equipment and service required for sound projects undertaken by private or governmental entities in foreign countries. Emergency foreign trade credits: To help foreign countries maintain level of imports from U.S. when facing temporary foreign exchange shortage.	Specific support for identified capital project or general support for foreign exchange and budgetary needs of foreign country (program loans).	To provide loans for productive reconstruction and development projects, both with its own capital funds and through the mobilization of private capital. Except in special circumstances, loans are to finance foreign exchange requirements of specific projects.
Resources	$7 billion of which $1 billion capital stock subscribed by U.S. Treasury; $6 billion borrowing authority. (Total Eximbank funds $9 billion, but $2 billion for guarantees and insurance programs.)	Annual appropriations (FY '64 total appropriation $1,062.3 million; Latin American portion $375 million, other less developed countries $687.3 million.) Breaking down between project and program lending depends on country's development needs.	Capital subscription of member countries $21.2 billion, of which approximately $2.2 billion paid in and $19 billion callable. U.S. subscription is $6.35 billion of which $5.7 billion callable, if required by Bank to meet its obligations.
Borrower (legal obligor)	Private borrowers (U.S. or foreign), foreign governments or government-operated corporations, foreign credit institutions.	Project loan: 1, Foreign government; 2, U.S. or foreign private firm; 3, foreign public corporation; or 4, foreign intermediate lending institution (usually development bank). Program loan: 5, Foreign government only.	Member government; political subdivision thereof; or public or private entities guaranteed by member government.
Credit implementation and lending conditions	Proceeds may be used for U.S. goods and services only and are not available for local costs. Eximbank makes its judgments based on financial statements submitted by applicant, other evidences of security, economics of the project, and economic and political position of the country.	Loans to 1, 2 and 3 above may be used to cover borrower's purchase of U.S. goods and services for the project, or to cover project local costs. Loans to 4 may be sublent for either purchases of U.S. goods and services or local currency purchases. (When dollars used for local costs, must be reserved through the banking system, for ultimate purchase of U.S. goods and services in accordance with arrangements between AID and foreign government). 5, Loan proceeds used to establish line of credit for purchase of U.S. goods. Importers in recipient country purchase with local currency, dollars to finance specific imports.	IBRD credit granted after agency has assessed repayment prospects of prospective borrower; drawn up clear agreement regarding spending of credit proceeds; and analyzed economic position of borrowing country.
Guarantees	May guarantee payments of project loans financed by private sources.	Not applicable.	Has guarantee authority but has not been used.
Maturity	5 to 20 years, according to nature of the project.	Government (project and program loans): Maximum duration 40 years, including 10-year grace period. Private firm, public corporation or lending institution: 15-25 years depending on economic nature of project. Grace period on principal repayment up to 5 years.	Up to 35 years. Depending upon the economic nature of loan, generally range 15-25 years, including grace period of 2-5 years.
Current interest rates or fees	Current standard rate 5½%.	Government (project and program loans): 1% per year during grace period and 2½% to 5½% per year thereafter, depending on economic nature of project and country's balance-of-payments position. Private firm or public corporation: Generally 5½% per year maximum. Lending institution: Rate reflects sublending rate in country and development needs of institution.	5½% currently, plus ¾% commitment charge on undisbursed balances.
Currency of repayment	U.S. dollars.	U.S. dollars.	Currencies loaned.
Where proceeds must be spent	In the United States.	Primarily U.S. procurement.	Procurement may be in any member country and Switzerland. Awards generally based on worldwide competitive bidding.
Relationship to other sources of financing	Does not compete with private capital. Some loans made in conjunction with financing of other lending agencies, including international.	Must take into account whether financing is obtainable on reasonable terms from other free world sources, including private lenders. Loans may be part of "credit mix".	Borrower must be unable to obtain financing from private sources on reasonable terms. Loans may be part of "credit mix" with local currency loans or financing by other agencies.
Decision making body	Board of Directors with advice of National Advisory Council on International Monetary and Financial Problems (NAC).	AID Administrator on advice of NAC.	Board of Governors, or as designated, the Board of Executive Directors. U.S. Director instructed by NAC.
Legal authority	Export-Import Bank Act of 1945, as amended.	Section 201 and 251 of Foreign Assistance Act of 1961 as amended.	Articles of Agreement and Bretton Woods Agreement Act.

[1] In addition, the International Monetary Fund (IMF) provides funds which indirectly contribute to economic development efforts. A country may purchase currencies of other member countries for an equivalent amount of its own currency, primarily used to meet short-term balance-of-payments difficulties.

[2] In addition to its loans (project credits and emergency foreign trade credits) described here, Eximbank provides guarantees for medium-term export credits and partially underwrites the export credit insurance of the Foreign Credit Insurance Association (FCIA).

[3] In addition to development loans described here, AID provides grants for development

HELP FINANCE EXPORTS AND OVERSEAS INVESTMENTS[1]

Bureau of International Commerce)

International Development Association (IDA)	International Finance Corporation (IFC)	Inter-American Development Bank (IDB)
Promote economic development by making loans on more liberal terms of repayment than IBRD, and thereby bear less heavily on the balance of payments of the borrowing country.	Investment institution designed to supplement activities of IBRD by encouraging growth of productive private enterprises in member countries, particularly the less developed areas. Investment proposals predominantly for industry.	Contribute to accelerating economic development in member countries, individually or collectively as part of regional development programs. (Membership includes U.S. and 19 Latin American nations.)
As of June 30, 1964, $987 million has been subscribed of which $754 million is in convertible form to be freely used for IDA lending. Additional $750 million of convertible currency to become available during FY 1966–68. Also to receive grants from IBRD income ($50 million in 1964).	Capital subscription of member countries of $99 million (all payable) and proceeds of sale of investments. Loans from IBRD to IFC also are proposed.	1. Ordinary Capital Fund: Authorized capital $2.15 billion, of which $475 million paid in and $1,675 million callable. (U.S. total share $762 million.) 2. Fund for Special Operations: Resources $219 million, all paid in. (U.S. share $150 million.) Members approval pending for new resources of $900 million of which U.S. share to be $750 million, contributed over 3 years 1965–7.
Member government; political subdivision thereof; public or private entity in territory of member; public international or regional organizations.	Private firm operating in less developed member country on projects which contribute to development of the private sector and offer promise of returns.	Member government, or agency or subdivision thereof; private local firm (or owned jointly by local interest); public or private relending agencies.
Proceeds of an IDA credit must be invested in a project in a normal business-like way, and the price of goods or services produced by the project must make the investment remunerative.	Financing done through combination of stock subscriptions and loans, or through loans with equity or other special features. IFC can assist growth of local capital markets by underwriting the subscriptions of issues of shares or securities to public sale. Guarantees by member governments not sought.	Proceeds used for purchase of goods and services for borrower's project. For special terms of 2, above, balance-of-payments and external debt problems of country taken into account.
Not applicable.	Not applicable.	May guarantee loans of private investors. Guarantee authority has not been exercised.
Loans repayable over period of 50 years; 10-year grace period, following which 1% per annum of principal is repayable over the next 10 years, and 3% per annum over final 30 years.	Generally 5-15 years. Amortization payments generally begin after project comes into profitable operation.	1. 8-20 years. 2. 10-50 years. Most loans to date have ranged 10-30 years.
Loans are free of interest. A service charge of ¾ of 1% per annum is made to cover IDA's administrative costs.	Currently about 7-8% for loans depending on nature of investment and amount of IFC participation. No fixed interest on equity participation. IFC charges a commitment fee of 1% per annum on the undisbursed portion of its investment.	1. Currently 6%, including a 1% commission charge allocated to special reserves. 2. 2-4% (including ¾ of 1% service charge). Most loans have been at 4%.
Currency loaned or other convertible currency.	Generally currency invested. Usually U.S. dollar.	Usually U.S. dollar.
Generally, procurement based on worldwide competitive bidding.	Worldwide procurement.	1. Worldwide procurement. 2. U.S. share of new resources to be limited to procurement in United States and member countries.
Cannot lend when private capital is available on reasonable terms. Loan may be part of a total "credit mix" designed to finance entire project's foreign exchange and local currency needs.	Cannot lend where sufficient private capital is available on reasonable terms. However, IFC loans or investments may be part of a total "credit mix" along with IBRD, AID, IDB, etc., designed to finance entire project's foreign exchange and local currency needs.	Cooperates with other financing sources. Takes into account the ability of borrower to obtain loans on terms which the Bank considers reasonable.
Board of Governors or, as delegated, the Board of Executive Directors. U.S. Director instructed by NAC.	Board of Governors, or as delegated, the Board of Directors. U.S. Director instructed by NAC.	Board of Governors or, as delegated, the Board of Executive Directors. U.S. Director instructed by NAC.
Articles of Agreement, and International Development Association Act.	Articles of Agreement and International Finance Corporation Act.	Agreement establishing the Inter-American Development Bank and the IDB Act (PL 86–147).

and "supporting assistance" for some countries. It also makes foreign currency loans (Cooley loans and development loans) and provides investment guarantees in many less-developed countries.

[4] A third IDB fund—Social Progress Trust Fund—established in 1961 is omitted here as its resources (totaling $525 million) have been almost fully utilized and no new resources are to be provided. This fund consisted of U.S. appropriated money administered by IDB to support social and economic development in Latin America. Its functions are being combined with those of the Fund for Special Operations.

largest borrower and Pakistan in second place.

The soft terms of IDA credits are granted in consideration of the borrower's balance-of-payments problems and are not meant to subsidize individual projects. The credits therefore are primarily made to governments and if the funds are relent to revenue-producing enterprises, the relending is on conventional terms.

With its very low rate of return, IDA is not in a position to finance borrowings from the private market. In contrast to the World Bank, its funds have been entirely from members' subscriptions and it has had to depend on periodical renewed subscriptions. Since the beginning of its operations about 40% of the subscriptions have come from the United States.

With almost all of its original resources now earmarked, IDA has negotiated a second round of contributions this past year. Agreement in principle among the member governments was reached to replenish its resources by the equivalent of $750 million over the 3 years beginning in November 1965, of which the United States will provide $312 million. Also, IDA is to get $50 million from the World Bank's net income of last year, with the expectation of more in future years.

INT'L FINANCE CORPORATION

The International Finance Corporation was established in 1956 to encourage growth of productive private enterprise. Unlike IBRD, which requires government guarantees for its project loans, IFC invests in new private enterprises—either through loans or equity investments.

Owing to its modest size (its resources are limited to its subscribed capital and reserves which as of June 30, 1964, totaled about $120 million), IFC is primarily interested in minority investments in medium-sized, high-priority projects in less developed countries; however, under a recent proposal not yet in effect, IFC will be able to obtain loans from IBRD. Such borrowings may provide the IFC with as much as $400 million to extend its investment activities.

Like IBRD, the IFC does not compete with private capital but rather supplements it when not enough is obtainable privately on reasonable terms. It stands ready to divest itself of its participations once local capital begins to show an investment interest.

IFC favors ventures which have—on hand or potentially—some local capital, as its objective is to serve as a catalyst. The enterprises in which it invests—usually on a mixed loan and equity basis—must be productive; most of them have been either manufacturing or processing enterprises. It also has provided equity capital to private development finance companies abroad, occasionally in conjunction with IBRD loans.

Interest rates on IFC loans—closely related to market rates—are usually higher than those on IBRD loans and the repayment terms are somewhat shorter (generally 5 to 15 years).

The largest share of IFC's gross commitments, which totaled $111 million as of June 30, 1964, has gone to Latin America, Asia and southern Europe. In the last two years, however, it has participated in a few investments in Africa.

Widening activities

Important among the policy changes recently announced by the World Bank institutions is the enlargement of lending in three fields: agriculture, industry and education. In addition, the World Bank is now ready to finance local currency costs for good projects and its technical assistance will be increased. In addition to making economic and technical studies, technical help in identifying promising investment opportunities is to be provided.

Whereas agricultural lending has been limited to large irrigation or flood control projects, the World Bank and IDA are expected in the future to finance new types of enterprises such as facilities for crop storage or to assist in setting up local agricultural credit institutions.

In increasing its assistance to industry the World Bank has indicated that at least in a few instances it will now finance so-called maintenance imports—that is, provide foreign exchange with which to import replacement parts. A recent loan to India is the first of this type. Also more assistance in the future may be channeled by the three institutions through privately owned industrial finance companies.

In education, IDA has provided a small amount of funds in the past but the World Bank none. Now it is expected that both institutions will help finance vocational and technical schools as part of their assistance to economic development.

Competitive bidding

U.S. manufacturers of capital equipment and engineering and construction firms should be aware of business opportunities afforded by projects financed by IBRD and IDA. World Bank disbursements have averaged slightly under $600 million annually in recent years—$620 million in the year ended June 30, 1963, and $559 million in the year ended June 30, 1964. IDA's disbursements in the same years amounted to $56 million and $124 million.

Contracts for equipment and services paid for by these funds generally are required to be open to international competitive bidding. Procurement is possible in any member country and Switzerland.

The letting of contracts in each instance is the responsibility of the borrowing authority in the country receiving the loan. Likewise decisions regarding contract awards are the responsibility of the borrower, subject only to the Bank's being satisfied as to the suitability of the goods and the reasonableness of the terms. Thus, although the World Bank and IDA announce—through Washington press releases—their agreements to finance projects, companies interested in particular projects must get in touch with the borrower abroad to obtain information on tenders. In some instances bid tenders are called before the loans receive final approval.

Show interest early

U.S. firms eager to obtain contracts must keep alert to projects being planned around the world and should indicate interest in them at the initial stage of consideration. The World Bank and IDA encourage both widespread canvassing of bids and newspaper advertising of bid invitations in the borrower's country and, for large and important contracts, advertisements are required to be placed in technical and trade publications

Lending agencies' addresses

United States

Export-Import Bank of Washington, 811 Vermont Ave. NW., Washington, D.C. 20571

Agency for International Development, Department of State, 21st and Virginia Ave. NW., Washington, D.C. 20523

International

International Bank for Reconstruction and Development (IBRD), 1818 H St. NW., Washington, D.C. 20433

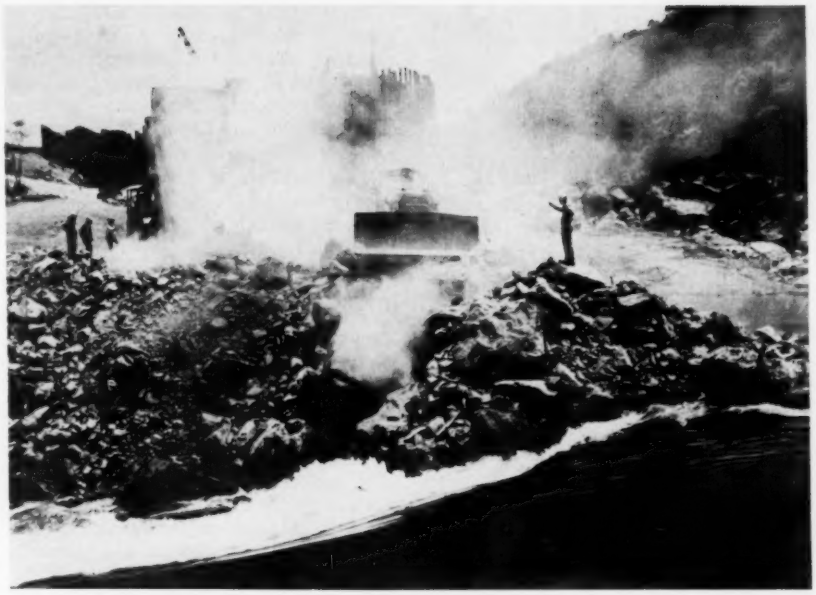
International Development Association, same as for IBRD

International Finance Corporation, same as for IBRD

Inter-American Development Bank, 808 17th St. NW., Washington, D.C. 20577

with wide circulation. In order to assure free and full international competition, specifications are required to be written so as to permit offers of alternative equipment and materials. An IBRD/IDA release, *Guidelines Relating to Procurement under World Bank Loans and IDA Credits*, providing further information on procurement requirements is available from the Bank.

Of the $399 million identified loan expenditures of IBRD borrowers for importation of goods and services in FY 1963, $132 million was spent in the United States, $54 million in the United Kingdom, $49 million in France, and $43.5 million in Germany. Thus, the U.S. share of total identified procurement in FY 1963 was 33%. In the first half of FY 1964 (July—December 1963) the U.S. share remained about the same. Comparable data on procurement sources are not available for IDA's expenditures; procurement in the United States in FY 1964, however, amounted to about $11 million.



A BULLDOZER CLOSES THE GAP in a cofferdam during construction of the Guri hydroelectric project in the potentially rich Guayana region of Venezuela. Job is supported by an $85 million World Bank loan.

INTER-AMERICAN BANK

The Inter-American Development Bank (IDB), motivated by need for additional financing for development of Latin American countries, from the time it made its first loan in February 1961 through June 30, 1964, has approved 209 loans totaling $926 million. Loans have been made to all of its Latin American members (the United States and all South and Central American countries except Cuba are members).

In an effort to promote regional economic integration, IDB also encourages loan applications which further integration of the Central American Common Market (CACM) and the Latin American Free Trade Association (LAFTA).

IDB will be providing financing largely from two separate funds and it is essential to understand the operations of both since they differ in the types of projects financed, lending terms, the currency of repayment and procurement practices. At present, the IDB still has a third loan "window"—the Social Progress Trust Fund (SPTF)—a fully U.S.-financed fund administered by IDB and used for social and development projects. As its present funds have been largely utilized and no further contributions are to be made, this fund is not considered separately below.

Ordinary capital fund

This fund provides loans for economic development financing on conventional terms similar to those of the World Bank. A large part of the funds has been loaned for infrastructure projects, including electric power expansion and irrigation development. Some of the projects financed, however, are revenue producing industrial enterprises (recently these include, for example, a chipboard plant in Chile, a sodium sulfate plant in Mexico and a cement plant in Argentina). The loans vary from 8 to 20 years and since July 1964 the interest rate has been 6%, including a 1% commission charge allocated to special reserves. Repayment is in the currency lent; in effect, this usually means dollars.

Procurement under the Ordinary Capital Fund is on a worldwide basis. For many projects bids are announced, but for others purchases are negotiated. As the case of loans by the World Bank agencies, the borrower carries out the bidding and makes the decision regarding the supplier subject to IDB approval.

Fund for special operations

The Fund for Special Operations (FSO) provides loans on easy repayment terms intended to minimize the balance-of-payments impact on the borrower. Most loans are for 10-30 years. Interest rates, lower than those applying to loans from the Bank's Ordinary Capital Fund, usually have been 4%. Such loans may be repayable in whole or part in the currency of the borrowing country.

FSO loans have been primarily for improvement of water supply and sewage systems, to assist in financing agricultural and industrial development, and to provide agricultural credits in connection with rural development. Some loans, however, have been for hydroelectric development and others have covered technical assistance.

With discontinuance of the Social Progress Trust Fund, expenditures of FSO may increase in some of the fields which formerly were financed by SPTF. These include housing and higher education as well as water supply, sewage and land settlement projects. The SPTF terms have ranged from 20-30 years (including grace period) and interest rates have been 2 or 3½%. Although the terms are not greatly different from those for projects financed by FSO funds in the past, the merging of the two funds may result in some changes in future FSO terms.

FSO funds have been available for worldwide procurement. With the expected merging of the two funds, however, expenditures from the U.S. contribution to the FSO ($750 million of total new resources of $900 million over the next three years) will be limited to goods and services procured on the basis formerly applied to the SPTF. This means that purchases will be from the United States or the borrowing country, or from other IDB members if such transaction is considered advantageous to the borrower. On the basis of past experience, most of the U.S. contribution is expected to finance U.S. products and services.

Public Law 480 sales provide foreign currency financing

Local currency funds from sale of surplus farm products abroad available to firms, governments

Under certain provisions of Public Law 480—the Agricultural Trade Development and Assistance Act of 1954, as amended—local currency funds generated by the sale of U.S. surplus agricultural commodities abroad are loaned by the Agency for International Development (AID) to stimulate economic development.

Such loans, available in some of the less-developed countries, are advantageous in that they obviate the transfer of new dollar funds and they are repayable in local currencies.

The two most important types of local currency loans at present are described below. The first is of direct interest to U.S. firms whereas the second provides major development resources to local governments in some countries.

Cooley loans

Section 104 (e) Title I of PL 480 (the Cooley Amendment) provides that a portion of the local currencies accruing from the sale of U.S. surplus agricultural commodities to a foreign country may be made available for loans to private business firms for development of local business and expansion of trade.

Specifically, these funds may be loaned to U.S. firms or their branches, subsidiaries, or affiliates for business development and trade expansion in the foreign country; and either U.S. firms or firms of the local country for expanding markets for, and consumption of, U.S. agricultural products abroad.

There is no limitation on their activity or production, although manufacturing is preferred. Cooley loans cannot be used, however, to finance production of commodities which would compete with U.S. sales at home or abroad.

Interest rates on Cooley loans are similar to those charged for comparable loans in the foreign country and therefore vary from country to country. Repayment periods, related to the purposes of financing, generally do not exceed 10 years, although a few are for as long as 15 years. The loans are repayable in the currency borrowed.

Most firms that have obtained Cooley loans are using them for working capital, purchase of land, construction, and purchase of local goods and services. In some instances, these funds supplement dollar financing obtained from U.S. or international lending agencies.

The loans are available only in countries where local currencies have been allocated for this purpose under PL 480 sales agreements. They are subject to approval by the foreign government involved and sometimes special conditions may be imposed on their use.

In FY 1964, AID approved 45 Cooley loans in 15 countries, in an amount of foreign currencies equivalent to about $64.5 million. Most of these were in the Near East–South Asia regions with fewer in Latin America and the Far East and only one in Africa. These loans—which will finance the local manufacture of such items as batteries, chemicals, glassware, graphite products, plastics, pharmaceuticals, steel products and tires—brought the aggregate number of loan approvals from the start of the program in 1957 to 265 in 22 countries, totaling the equivalent of $213 million.

As of June 30, 1964, AID had the equivalent of about $123 million available in the currencies of 24 countries for Cooley loans. For some countries, however, the funds are extremely limited. As a result of sales agreements negotiated in 1963, funds for Cooley loans now are becoming available in several countries in Africa, including Ethiopia, Guinea, Morocco, Sudan and Tunisia. Inquiries on the Cooley funds availabilities and on other aspects of the program may be directed to the Office of Development Finance and Private Enterprise, AID, Washington, D.C. The publication, *Aids to Business*, issued by that office, describes the Cooley loan program in more detail and tells how to apply.

Loans to foreign governments

Under Section 104 (g), Title I of PL 480, agreements were signed in FY 1964 providing that $258.5 million in foreign currency equivalent be made available for economic development loans to governments in about 20 countries. This is the largest single use of foreign currency generated by the sales of surplus agricultural products; since the beginning of the program in FY 1955 more than $4.6 billion equivalent has been so earmarked in 33 countries.

AID, which also administers these loans, insofar as possible coordinates their use with other forms of assistance. For example, development loans are often used to help finance such local costs as labor and the purchase of locally produced materials for projects where the foreign exchange costs are being financed by the various U.S. or international lending institutions.

The Title I sales agreement between the United States and the purchasing country specifies the portion of foreign currency that will be available for such economic development loans. The terms and conditions of the loans are embodied in a separate agreement and the uses of loan funds for specific projects are determined jointly by the AID Mission and the recipient government representatives.

Currency of repayment

Generally these loans of local currencies to governments have had maturities of up to 30 years with credit fee of ¾ of 1%, although in some cases the terms have been modified. Where the foreign government, however, relends to private or publicly ownd profit-earning enterprises the interest rates approximate those for comparable loans in the country involved. Repayment may be in either dollars or in the currency borrowed.

Watson heads U.S. Council of International Chamber

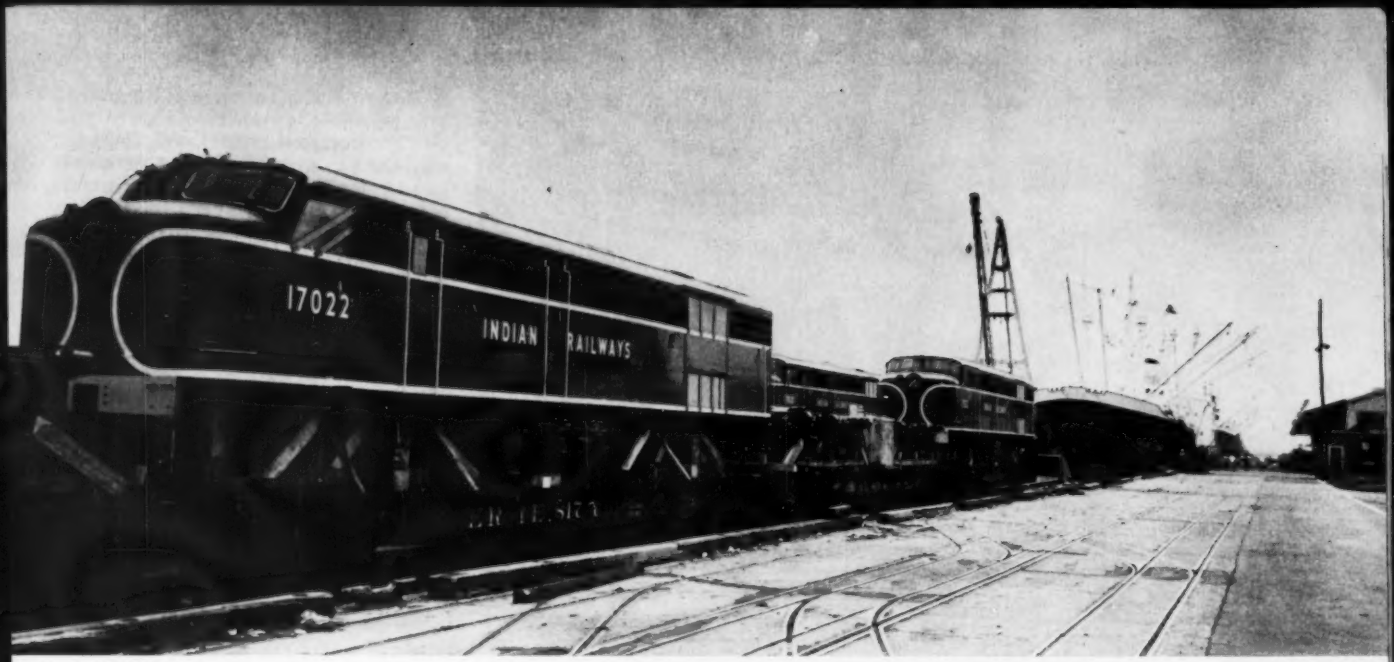
Arthur K. Watson, chairman of IBM World Trade Corporation, has been elected chairman of the U.S. Council of the International Chamber of Commerce for a two-year period.

He succeeds Amory Houghton, honorary chairman of Corning Glass Works and U.S. Ambassador to France from 1957 to 1961.

The United States Council is one of 41 national committees throughout the free world which collectively make up the International Chamber of Commerce. The Council presently serves as the Secretariat for the United States Management Advisory Committee (USMAC) to the Organization for Economic Cooperation and Development (OECD).

The IBM official's new role with the U.S. Council follows a family tradition. His brother, Thomas J. Watson, Jr., was chairman of the United States Council from 1955-57. His father Thomas J. Watson, Sr., in his inaugural address as president of the International Chamber of Commerce in 1937 first gave to the ICC its motto, "World Peace Through World Trade."

Watson will head the U.S. Council delegation at the 20th biennial Congress of the International Chamber of Commerce in New Delhi, Feb. 6-13, 1965.



U.S. MADE diesel locomotives arrive at an east port dock, at the end of the first leg of their journey to India. The Indian Railway System constitutes the lifeblood of the entire Indian industrial development effort, and the railways themselves have become the nation's largest industrial enterprise.

Rolling into the black

India's railways make money while serving as backbone of development effort

By ARTHUR P. McDERMOTT

Staff Writer

India's profit-making railroad system is one of the brightest spots in her developing economy, and probably the single most vital factor in assuring a continued high level of industrial growth. A recent International Development Association survey concluded that the railroads are and will continue to be the chief mode of transport for bulk commodities in India.

While designed to contribute to India's industrial growth, the Indian Railway System has actually become the nation's largest industry in its own right.

India's railways are owned by the Central Government, except for 660 privately-owned kilometers of narrow gauge lines. The Minister of Railways is a cabinet member and formal jurisdiction rests with him, but management is on commercial lines and free from interference in day-to-day decisions.

Administrative and technical direction and supervision are exercised by the Railway Board, a statutory body under the Railways Minister.

Between 1956 and 1964, the system returned an average annual profit of 6.7% on net assets, and the plan envisions continued operation at about a 7% profit level, despite substantial contributions to a newly-established pension fund. The gain is largely due to a consistent 8% annual growth in freight traffic.

The system is divided into 8 zonal systems covering the entire country, and includes such units as a Railway Electrification Project, Chittaranjan Locomotive Works, the Integral Coach Factory, Diesel Locomotive Works, and a Research, Design and Standards Organization. Each zonal railway and each of the other units is headed by a general manager with almost complete autonomy for operation of budgeted capital expenditures.

Close cooperation

The railways try to arrange for the closest possible cooperation with other agencies, to correlate their investment planning with the anticipated growth of transport needs. A Joint Technical Group has been established, bringing together railway, transport and planning officials for a continuing review of the transport problems of the nation's areas and industries.

Freight rates and passenger fares are under almost constant review, and are subject to frequent revision to bring them into line with the cost and value of the service provided.

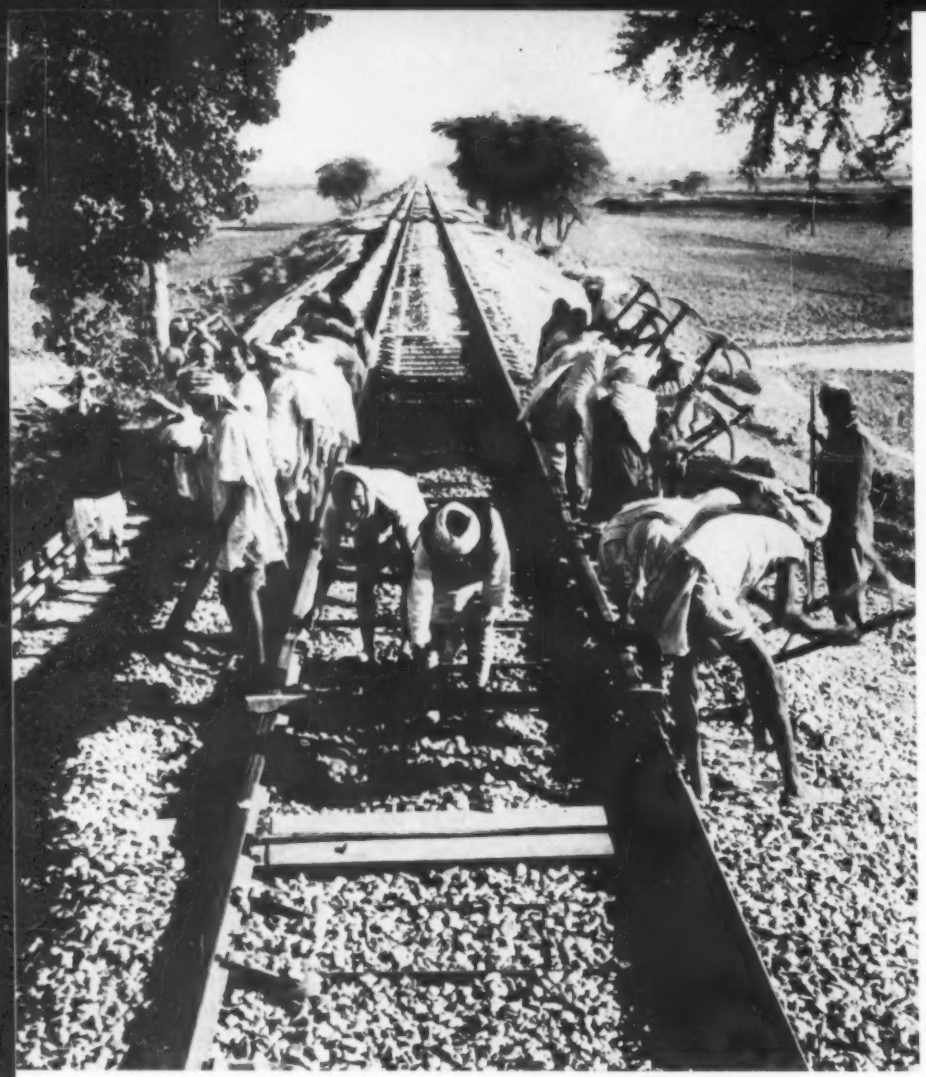
Rates and fares are governed by a general Indian Railways Tariff, designed to produce enough revenue to cover operating costs and provide a reasonable surplus for capital investment.

Budget item

The government provides all capital and operating funds through the national budget. World Bank and IDA loans are made available through the Government as Capital-at-Charge at businesslike interest rates (4% from 1949 to 1961, and steadily increasing since then; the rate is now 5.75%).

During the Third Plan, the railways will invest about 15.8 billion rupees (over $3.3 billion) in new plant and equipment, or about 65% of the value at original cost of all plant and equipment in service at the outset of the plan. About $575 million (17%) will be used to purchase goods and service abroad. Foreign purchases with World Bank and IDA funds must be contracted for through competitive international bidding.

A substantial share of overseas procurement for the Indian Railways devel-



INDIA'S RAILWAYS employ 1.2 million persons, and the nation's inexpensive labor supply is a primary reason for keeping Indian freight rates among the world's lowest. The availability of labor has also enabled the railways to avoid expensive outlays for imports of labor-saving maintenance equipment.

opment program has been supplied by Alco Products, Inc., of Schenectady, New York. In addition to supplying India with 303 diesel locomotives during the past few years (and contracting to furnish 54 more valued at $12.4 million by the end of first quarter 1965), Alco also signed a 10-year collaboration agreement in 1962 for technical assistance in starting production of diesel locomotives and engines in India.

Of 9,000 locomotives on Indian railroads in 1956, less than 100 of them were diesels. During the five years that followed 100 Alco diesels were imported, primarily for service in hauling priority traffic for steel plants and the coal industry. In 1960, the railways anticipated the need for 500 more imported diesels by 1965.

Faced with this need and with severe limitations of foreign exchange, the Indian railways decided in 1961 to augment imports by producing its own engines. Varanasi was chosen as the site for the Diesel Locomotive Works because there were already some facilities there, having been established as the Locomtive Component Works for the production of replacement parts. An expansion of those facilities was undertaken to save construction time and valuable foreign exchange.

Biggest outside U.S.

The works will be the largest diesel-electric manufacturing plant outside the United States. Alco is providing a detailed production plan, cost estimating and accounting procedures, personnel requirements and training, procurement procedures, and testing and inspection practices.

When completed, the locomotive factory will be similar in its "flow of work" pattern to Alco's locomotive assembly plant at Schenectady.

This is also the largest Indian government venture in which a U.S. firm has collaborated. Under terms of the agreement, India produces Alco-design locomotives and diesel engines and Alco supplies technical personnel to train Indians at Varanasi and also provides a training school for key Indian supervisors at Schenectady. Additionally, Alco acts on behalf of the Indians for the purchase and inspection of equipment and material for use in the Diesel Locomotive Works. Approximately 150 U.S. firms will supply the machine tools and quality control equipment required for the works.

$200 million business

The total value of the equipment to be produced under the terms of the agreement over the ten-year period is approximately $200-million.

A recent International Development Association credit will provide the equivalent of $62 million to help finance the foreign exchange costs of India's railway program between July 1, 1964 and September 30, 1965.

India estimates the program's total foreign exchange requirements for the period at $141 million, and hopes to obtain the remaining $79 million from members of the "Aid India" consortium sponsored by the World Bank.

The latest credit brings the total IDA funds made available to the railways to $129.5 million. The World Bank has also made available, over the past 15 years, $378 million to help finance the Railways' rehabilitation and development programs. Thus, in all, the Bank and IDA have provided loans and credits totaling over $500 million for the Indian Railways—by far the largest amount that these two institutions have lent for any single enerprise anywhere.

Under both the Second Five-Year Plan (1956-61) and the current Third Year Plan (1961-66), the Railways are accounting for about one-fifth of all investment in the public sector. This investment, combined with efficient working of the system, permitted an increase of 54% in freight traffic and of 32% in passenger traffic during the past 7 years.

Indian railway capacity has caught up with traffic demand, after a long period of shortage. India's planned rate of industrial growth has lagged behind plan goals in the first 3 years of the current plan period. Thus the railroads, whose expansion had been geared to handle an increase of 60% in freight and 15% in

passenger traffic by 1965-66, carried only 24% more freight tonnage during the third year than at the plan's outset, and now total freight tonnage is expected to increase only 48% for the entire plan period. Passenger traffic should meet expectations.

Recently, the Indian railways have tended to become carriers of heavy loading, bulk commodities generally of low value, at the expense of lighter loading and higher-value goods. Preoccupation with expanding traffic in raw materials and heavy industrial products had taxed the railroad's capacity and their share of more profitable freight traffic has dipped. The eased transport situation has already resulted in a marked increase in the general goods traffic handled by the railways.

An operating efficiency drive resulted in gains of over 30% in freight train loads between 1955-56 and 1962-63. However, transit times for general goods are in many cases excessive. The railroads have introduced a "quick transit service" which promises speedy delivery on payment of an added premium. The service has been welcomed and will be expanded.

Modernizing of the most important marshalling yards, already underway, should further streamline the freight delivery situation. Mechanical retarders are being installed and diesel shunters have been introduced in important yards. Railroad officials are shopping around for the most suitable type of shunter, which they then plan to manufacture in one of the system's factories.

Officials intend to test and select an air brake for bogie wagons used on closed circuit heavy train movements of iron ore, and progressively extend their use to other heavy traffic movements in closed circuits. Signalling and telecommunications equipment are also high on the procurement list, along with a program for replacing link couplers with automatic couplers.

U.S., European help

The building and equipping of plants is being done through collaboration with U.S. and European firms. The diesel locomotive works at Varanasi, mentioned above, are coming along well, and the projected 1964-65 output of 26 locomotives is expected to grow to an annual production of 150 by 1970-71.

The 150 locomotives per year is recognized as a low figure compared with the needs of the Indian Railways, the largest system in Asia and the fourth largest in the world. With an eye to the future, the Indians have provided for expansion at the present site to enlarge facilities and produce 250 diesel-electrics per year. Other units will be imported to meet the full demand of the railways.

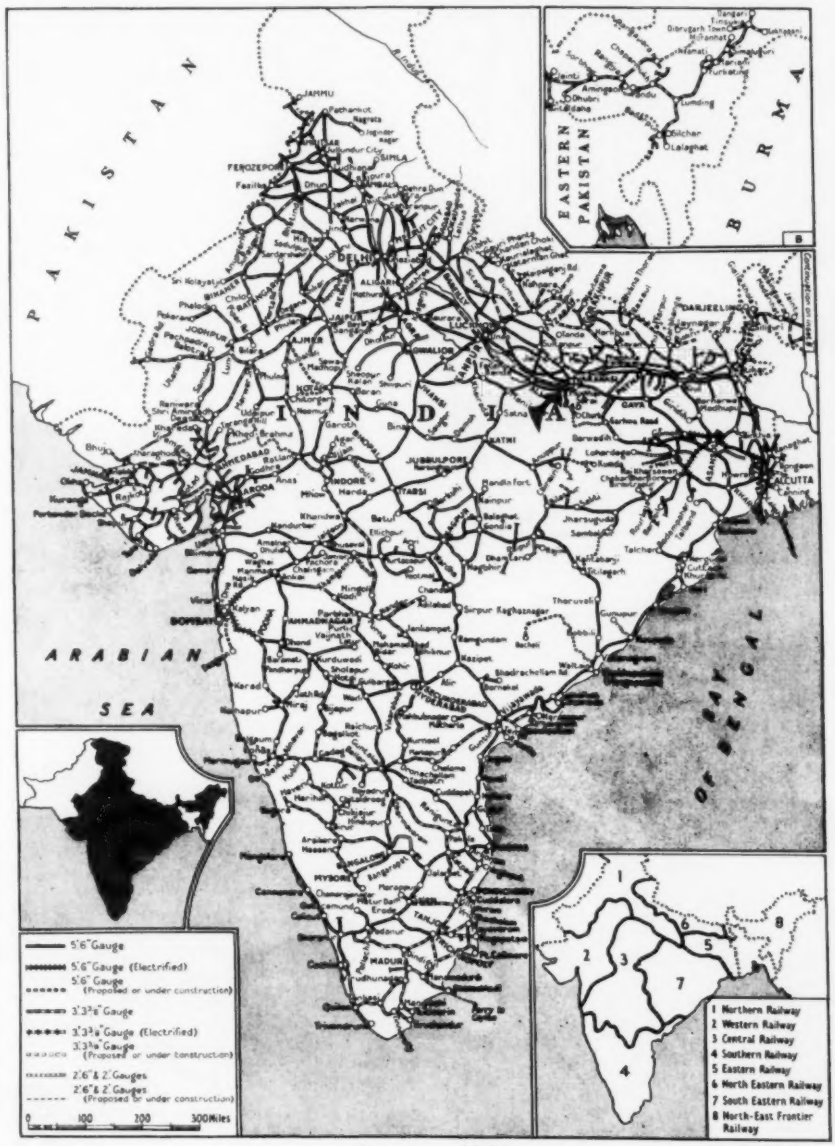
The locomotive works at Chittaranjan are being converted from production of steam to electric locomotives. Output of electric engines is expected to rise from 1964-65's 36 to an average annual output of 150 by 1970-71, with steam locomotives being completely phased out sometime around 1971-72.

The Integral Coach Factory has been diversified to include various types of broad gauge coaches and electric multiple-unit stock, as well as meter gauge coaches.

As of March 31, 1963, the railways' inventory of rolling stock consisted of 10,672 steam locomotives (mainly coal burners), 349 diesels, 217 electric engines, 1,030 electric multiple units and railcars, 26,500 other coaching vehicles, and 378,620 freight cars.

Freight car output

Indian freight car production rose from 10,000 in 1959 to about 32,000 in 1962-63, and will be further increased to 40,000 during the 1964-65 plan year. Still another boost in output is scheduled for the second year of the next Five-Year Plan, when several small workshops will be scrapped and replaced by a more ef-



The railways of India

ficient new plant with a 10-15,000 annual capacity.

The factory will have a substantial order backlog to work off, because, based on an economic life of 35 years, 17.5% of India's bogie wagons and 21% of her freight cars are overage.

The current plan also calls for 2,400 kilometers of new lines (1,165 were finished during the plan's first two years), and 8,000 kilometers of rail renewal (3,900 completed by Jan. 1, 1964).

India's railways had 56,742 route-kilometers of track as of March 31, 1963. This total included 27,360 kilometers (48%) of broad gauge, 25,060 kilometers (44%) of meter gauge, and 4,322 kilometers (8%) of narrow gauge.

The broad gauge carries 84% of freight-traffic and 70% of India's railroad passengers. The 11% increase in freight revenues for 1962-63 was the largest yet recorded. The freight operating cost per net-ton-mile on India's railways is one of the lowest in the world.

The IDA reports that the Indian Railway System continues to be well-organized and managed, operations are reasonably efficient, finances sound, and investment programming generally well-conceived.

ALCO LOCOMOTIVES are loaded aboard ship in New York Harbor (above) and swung over to the dock at their Indian destination (below). To date, 303 ALCO locomotives have made this trip, with 54 more slated for delivery by the end of March.

Obstacles remain

There are rough spots, however. The railroads only allow a free period of 5 hours for loading or unloading freight, which is much too little for steel mills, collieries, and other concerns which deal in bulky shipments. This ruling has been protested, and may be reviewed. The railroads are also trying to improve freight handling, to cut down claims for losses due to theft and pilferage.

The volume of highway traffic is increasing markedly, and in some cases is directly attributable to unnecessarily high railroad rates to ship certain commodities. Here too some relief is in sight, with the cost system due for revision before the end of 1965.

Sweden revising tax system to raise state income and equalize tax load

The Swedish Government has been reviewing its tax system to make the burden on taxpayers more equitable, and at the same time, increase state income.

Two committees have been examining the tax structure. One, a Committee on Tax Policy, has issued its report. The other, a committee on business taxes will issue its report some time in the future.

The Committee on Tax Policy, in its report, "A New Tax System," proposed the following reforms to become effective Jan. 1, 1966:

- revision of the indirect tax system;
- revision and reduction of taxes levied on individuals;
- change in the manner of financing the social welfare program.

Reform of indirect taxes

The proposed reform of the Swedish indirect tax system is perhaps of most immediate interest to U.S. exporters. Under the present system a general turnover tax of 6.4% is applied on the duty paid value of most imported goods.

In addition, special indirect taxes are levied on such products as chocolate and confectionery, sugar, syrup, toilet articles, playing cards, soft drinks, light beer, jewelry of gold, phonographs and phonograph records, carpets, and furs. There also is a tax on energy.

The committee proposed that the present indirect taxes be replaced by a Value Added Tax (TVA) to be levied on the value added to commodities in every stage of production and distribution. The taxpayer is liable to pay tax on his turnover, but is permitted to deduct from the tax payable by taxes already paid in earlier stages of production and distribution of goods.

This value added tax is also applied to a wide range of services. The rate proposed for this value added tax is 13%. The reason given for the increase in the proposed rate to 13% from the present general turnover tax of 6.4% is to compensate for an anticipated loss in government income resulting from the proposed reduction in direct taxes on individuals and in the elimination of the various indirect taxes.

$300 investment pays off

DeWitt brothers start with one-room office, now sell poultry equipment worldwide

Times were hard and money was scarce for a lot of people in 1936 but that didn't stop three brothers in Zeeland, Mich.

Each of them—Jack, Ben and Dick DeWitt—invested $100 in a used hot water incubator and rented a small room from a nearby hatchery for an office.

They expanded the business steadily and today have a multi-million-dollar-a-year operation which is fast approaching the $20 million mark.

The Big Dutchman Automatic Poultry Feeder Co. serves the poultry industry with over 30 direct factory branches in the United States and has a number of offices and warehouses in 12 foreign countries.

The company, which manufactures automatic feeders, waterers, ventilators and egg-handling devices, entered the exporting field in 1957. Its overseas sales in 1963 represented 11.7% of the total sales volume. The Commerce Department presented the President's "E" award to the company Oct. 28 in a ceremony at the company plant.

Buy defunct nursery

The company's history is a story of steady expansion.

After investing the $300 and renting the small room for an office, the DeWitt brothers stayed there for two years, then bought a defunct nursery and three and a half acres on the outskirts of Zeeland's city limits.

They bought five new electric incubators with a capacity of 50,000 eggs and ran their hatchery business "in the usual way."

They departed from the "usual way" in 1939, after a trip to the World Poultry Congress in Cleveland, and turned their attention to hatching broad-breasted bronze turkey varieties bred for the same characteristics as beef-type cattle—a true meat bird which grew rapidly.

Then there were two

After the war Jack and Dick DeWitt bought their brother's share and turned the business into two companies—the Zeeland Hatchery Inc., and the Zeeland Poultry Processing Co.

They bought a former brick plant not far from the hatchery in Zeeland for a dressing plant for the processing company and installed modern conveyor methods and automatic machinery. They then began to process "oven-ready" birds.

Next phase of their expansion came in 1949 when they started broiler chick hatching to produce meaty young birds. These they marketed at three to four pounds in weight at nine to 14 weeks old.

Since then, the two brothers have branched out into other lines of poultry equipment, including Big Dutchman waterers, ventilation equipment, egg coolers and a special stainless steel machine to shrink the plastic bag around the dressed poultry. Recently added was automatic cattle feeding equipment.

The latest expansion came Sept. 22 when Big Dutchman acquired the Barker Poultry Equipment Co. With this addition, says a company spokesman, Big Dutchman now offers the poultry industry "the most complete line of poultry house and processing equipment available from one dependable worldwide source."

Active in exporting

Big Dutchman has been active in exporting for many years. The start was slow as a few feeders and waterers were shipped to random customers in answer to mail inquiries.

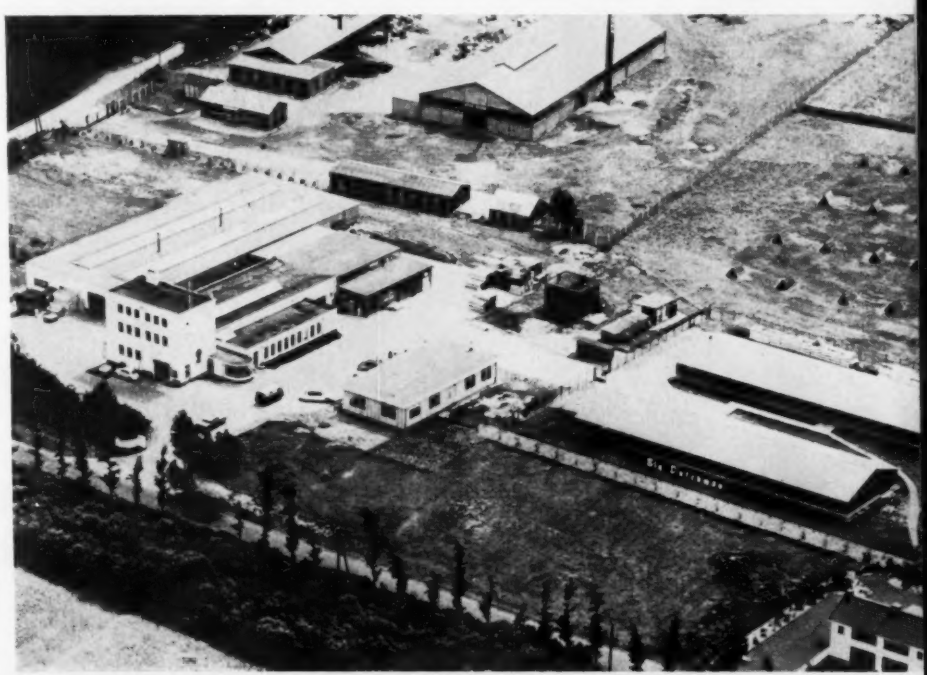
In 1958, their international activities got "off the ground" with the establishment of Big Dutchman (Europe) N.V. in Wezep, the Netherlands.

The Wezep office serves as the headquarters for operations in Europe, Africa and the Middle East.

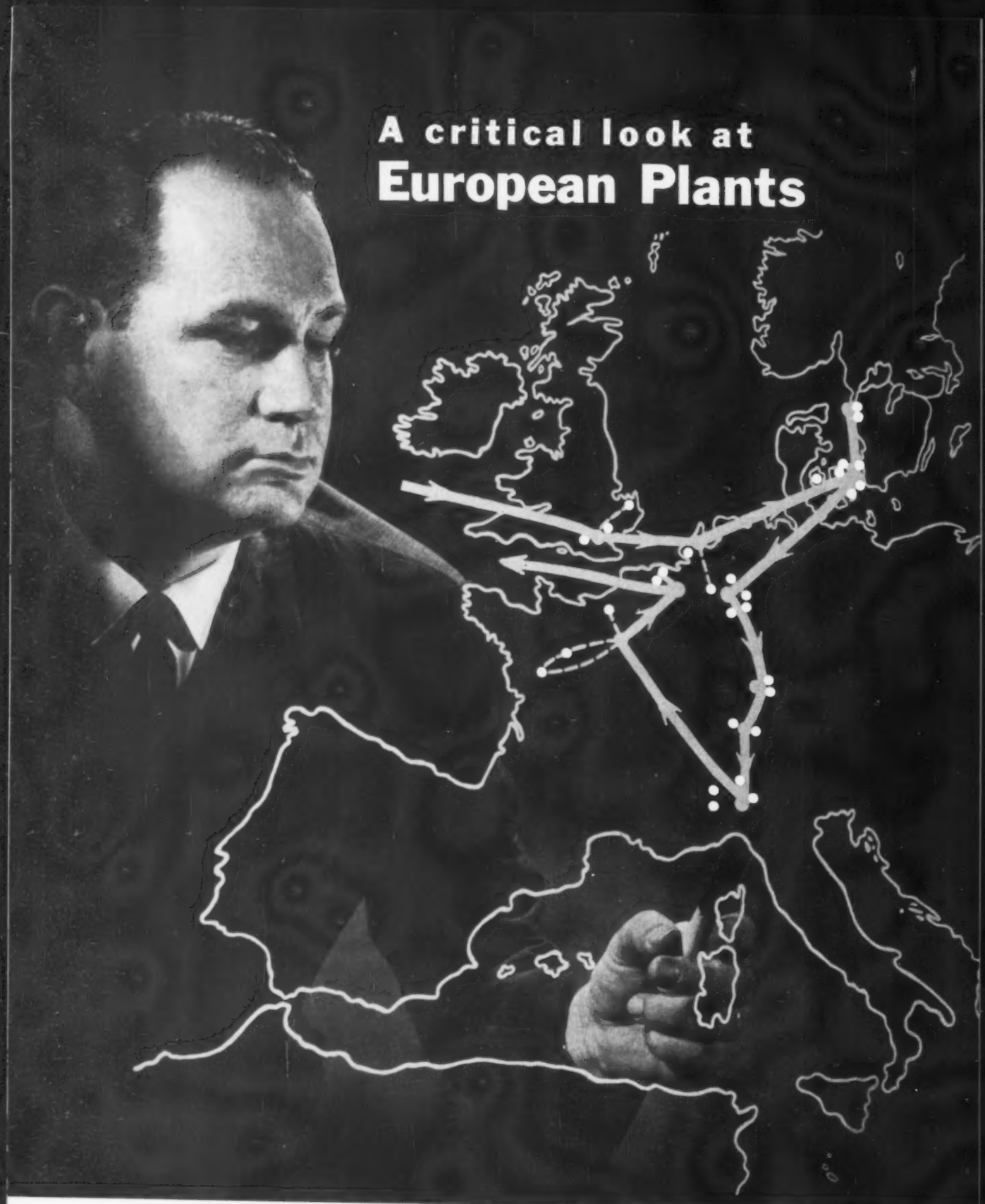
Big Dutchman subsidiaries and joint companies have been established in Germany, France, Spain and Italy. Several other countries—England, Austria, the Scandinavian lands, and those in the Middle East—are covered by distributors and agents.

Sales activities for Latin America are conducted from the Zeeland office. Some distributors have been appointed for that area, however, and more are expected to be named soon.

A sales office in the Philippines and the recently established Big Dutchman of Japan, Ltd., in Tokyo, cover the Far East. A distributor has also been appointed for Australia and New Zealand.



STEADY EXPANSION is the way to sum up the story of Big Dutchman. Their one-room office in 1936 has been turned into a multi-million-dollar-a-year operation in 1964. Active in exporting for a number of years, the company has offices and warehouses the wide world over. Above is an aerial view of the offices in Wezep, the Netherlands. Experimental poultry buildings are seen in the right foreground.


A critical look at
European Plants

30 of the newest plants in Europe

Editor's Note—Herb Lund reports here on a recent nine-nation, 30 plant tour of European manufacturing facilities. He tells you how good they are, how well they are maintained, and what you can learn from their way of operating.

He saw 30 plants in 30 days, and reports that in his opinion, they were good, but not good enough when judged by U.S. standards.

He has a word of caution. "*The plants you will be reading about are not typical.* All of them are new (the oldest is five years). All 30 are 100% European—in design, construction, and operation. And FACTORY selected these 30 plants as representing the best found in Europe from a field of 150 suggested candidates."

The following article appeared in FACTORY, October, 1964.

By HERBERT F. LUND
Senior Editor, FACTORY Magazine

Like many Americans, I tended to underestimate the quality of European accomplishments. And I learned some of my preconceptions were wholly wrong.

I thought Switzerland was a land of quaint chalets and tiny watch movements. It is. But it also has excellent heavy-equipment plants. A few examples: Sultzer Brothers' foundry at Winterthur turns out flawless, heavy castings. And at the Brown Boveri plant at Birrfeld, a giant hydro-electric generator was being assembled for our TVA Wilson Dam power plant.

Or take Denmark. I did not suspect how wise the Danes were in the ways of manufacturing. From what I saw, they could match us in most areas and even top us in some. Of six fine Danish plants visited, the Peter F. Heering distillery at Dalby and the A/S Atlas refrigerator plant at Lyngby were tops.

Then there was the way so many plants in Europe cope with the labor shortage. I had heard about this shortage, but discounted it until I saw Africans and Spaniards in French plants, Turks in Belgian plants, Italians in Swiss plants. The language barrier and frequent illiteracy of these immigrants make some of our labor problems look minor. But many European plants take the problem in stride and provide instruction in the three R's. The European plants generally have top-notch training programs. Several Danish companies have fine fork-truck driver training programs. It must pay off: I didn't see one bashed-in shipping case or a nicked concrete pillar.

I was also impressed by the ingenious use of assembly-line accessories. Volvo (Torslanda, Sweden) industrial engineers, for example, have designed special holders for air wrenches attached to the portable stools of assembly workers. Even the holder's position on the stool has been worked out exactly.

While I find it hard to generalize on quality performance, I saw some extreme examples of perfectionism. Hesser Manufacturing (Stuttgart, West Germany) makes a final quality check on every assembled packaging machine. Before word is issued to tear down and

My impressions

These are my impressions. That's all they can be, based on a quick look at a small sampling of plants. But if these are the best in Europe, I feel they fall short of the best in the U.S. And, while the plants I saw are well designed and equipped, they don't seem as well managed as ours. But comparisons are both difficult and misleading, for in Europe much is dictated by tradition and custom.

—Herbert F. Lund

The 30 European plants visited and reported on by the author, the country and city of their location, and nature of their business:

BELGIUM: Leon Claeys, Zedelgem, farm shredder tractors; Union Cotonniere Ltd., Bruges, textile spinning and weaving

DENMARK: A/S Atlas, Lyngby, refrigerators; Fritz Hansens Eft. A/S, Alleroid, furniture; A/S Haustrups Fabriker, Odense, tin cans (foods); Peter F. Heering, Dalby, orchard distillery; Toms Fabrikker A/S, Ballerup, chocolate candy; Tuborg Breweries, Ltd., Copenhagen, brewery

FRANCE: CIE. Des Machines Bull, Angers, data processing machines; Regie Nationale des Usines Renault, Cleon, car engines and transmissions; Schneider Radio-Television, LeMans, radio, TV

GREAT BRITAIN: Conran & Company Ltd., Thetford, modern furniture; Endeavour House, Hendon Borough, multiple occupancy, light industry; Nicholas Products, Ltd., a member of the Aspro-Nicholas Group, Slough, toiletries and pharmaceutical products

ITALY: Fiat, s.p.a., Turin, automobiles; Ignis, s.p.a., Comerio, appliances; Innocenti, Milan, scooters, cars, machine tools; Ing. C. Olivetti & C., s.p.a., Ivrea, accounting machines

The NETHERLANDS: A. Hooimeijer & Sons, Barendrecht, rusk and biscuits; Philips Works, Weert, incandescent lamps

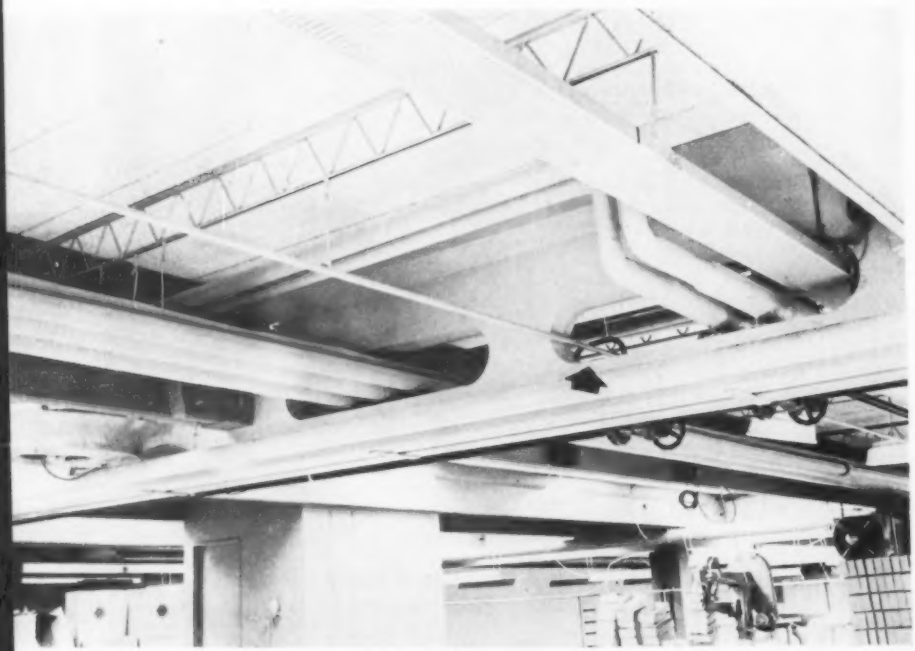
SWEDEN: SKF, Gothenburg, ball and roller bearings; A. B. Volvo, Torslanda, automobiles

SWITZERLAND: Brown, Boveri & Company, Ltd., Birrfeld, rotating electrical equipment; Sulzer Brothers, Ltd., Winterthur, foundry

WEST GERMANY: August Thyssen-Hutte, Duisburg, oxysteel furnace and rolling mills; Eugen Bauer gmbh, Stuttgart, cameras, projectors; Fr. Hesser Maschinenfabrik, Stuttgart, packaging and wrapping machinery; Klockner-Humboldt-Deutz AG, Cologne, tractors; Johann Kratzer, Solingen, cutlery; Reifenhauser, Maschinenfabrik, Troisdorf, plastic extruding machinery

Building design ideas

IN ANGERS, FRANCE, uniquely shaped columns of Machines Bull computer plant are decorative and functional. Under the floor, each column rests on a ball joint—allowing for slight building movement. Any possible expansion or contraction of the roof is counteracted by its 40x40 ft. modular design.



IN BALLERUP, DENMARK, elongated holes (see arrow) were precast into the concrete ceiling beams to allow for utility clearance. And there is space left for future pipes and cable trays. Combining practicality, usefulness and good looks, the design was found in the plant of the Toms Chokolat factory.

crate for shipment, the director (plant manager) inspects the machine in a trial run.

For those of us who feel the use of devices like TV are strictly American, there were some surprises. I saw at least three plants using TV to monitor scrap conveyors and tool cutters on giant lathes.

Finally, I must concede employee facilities are as good or better than ours. Meals are much cheaper and meal hours more relaxed. Wine is available at most cafeterias, and it isn't uncommon to find plants with lounges, music rooms, and even swimming pools.

They do lag

On the other hand, even the best European plants would play second fiddle in some aspects we take for granted in U.S. plants. Safety—or the absence of it—was the most shocking to me. While precautions were reasonably strong in Sweden, Denmark and Holland, in the other nations they were ignored. I cringed as I saw press operators and material handlers wearing open-toed sandals. Workers everywhere walked under moving cranes and suspended loads. Safety goggles (in place) were a rarity. And while color is popular in Europe, the familiar yellow and black hash marks on cranes and such wasn't seen.

Maintenance and its practice was disappointing, too. I can cite only three of the 30 plants I visited as having real evidence of maintenance organization. They were Philips (electric lamp bulbs) in Holland, Tuborg brewery in Denmark, and Volvo (autos) in Sweden. Elsewhere, maintenance as a separate and distinct function was not the practice. Production departments are responsible for maintenance of their equipment, while the central maintenance department concentrates on housekeeping and building upkeep. The ratio of maintenance mechanics to production workers reflected this. One plant reported only 15 employees in the maintenance department as against 1,700 total plant employment.

Back breaking labor

The amount of back breaking labor still performed by hand—especially in English plants—surprised me. Hand trucks were scarce. Pick up and lay down was common. My estimate is the most rudimentary work-simplification program could cut labor costs for many by at least 25%.

Or take material handling. Even in plants where I saw the most sophisticated conveyor systems, modern material-handling practices were overlooked or ignored at the end of the line. Dock levelers, for instance, were notable for their ab-

sence except at the Renault plant at Cléon, France. Elsewhere, shipping floor and truck roadways were at the same level. Fork trucks could not enter trailers. It was a common sight to see products at the final state of operations being carried by hand, box by box.

Plant working conditions, on the whole, are inferior to those in most American plants. Production areas were crowded, poorly lighted and, in some, unacceptable by our standards for ventilation. Paradoxically, workers spend a lunch hour in lavish canteens and recreation areas but put in a full eight hours in crowded, unpleasant work areas.

Plant lighting levels also leave much to be desired. Europeans, hopefully, depend on the sun's rays through glass for illumination. I saw several plants where the glass was painted opaque white to cut heat gain during the summer. When winter comes, I'm told, this covering must be removed for needed light. Either Europeans have not discovered heat-resistant or reflecting glass or it may be too expensive compared to the cost of painting and scraping labor.

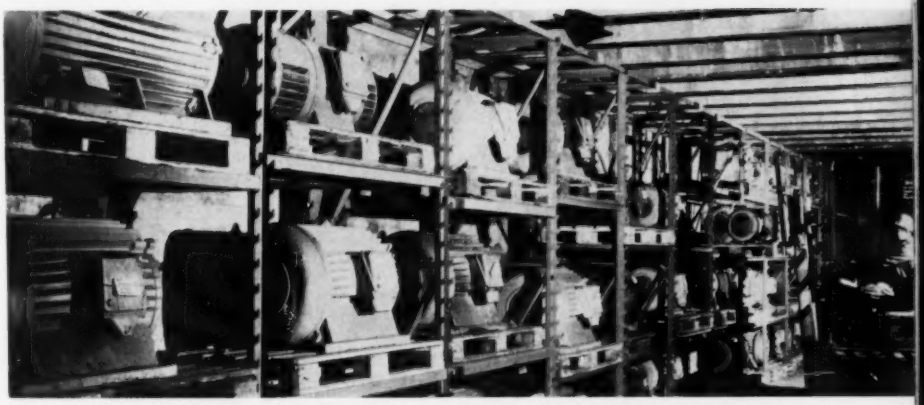
Finally, concerning industrial architecture, European plants do not have the handsome exteriors one would expect. Of the 30 visited, only six struck me as being comparable to the best in America. One stands out—Toms Fabrikker A/S, a candy plant at Ballerup, Denmark. Architect Arne Jacobsen's plant design is modern, smooth and functional. And of futher interest, his original concept and model of the plant were carried through in every exterior detail.

Limited by tradition, local custom

I saw, or heard of, many strange practices—that is, practices which were strange to me. Perhaps you'll find them just as odd to you. Here's a sampling:

- The Swiss government requires all plant owners to maintain prescribed stocks or supplies. This is done for national security because almost all Swiss manufacturing materials are imported. Some materials are back-stocked for six months; critical items for as much as a year ahead.
- In a Belgian tractor plant I heard a horn blow every 20 minutes. One tractor is produced every 20 minutes. What's the connection? When the horn blows, all the assemblers stop work. They get behind the tractor they are working on, and push it forward to the next station. I felt I had seen the original human conveyor with a "horn-paced" cycle.
- Peter F. Heering not only retains its original Copenhagen building as headquarters, but also at its orchard-distillery in Dalby, Denmark, the original farm-

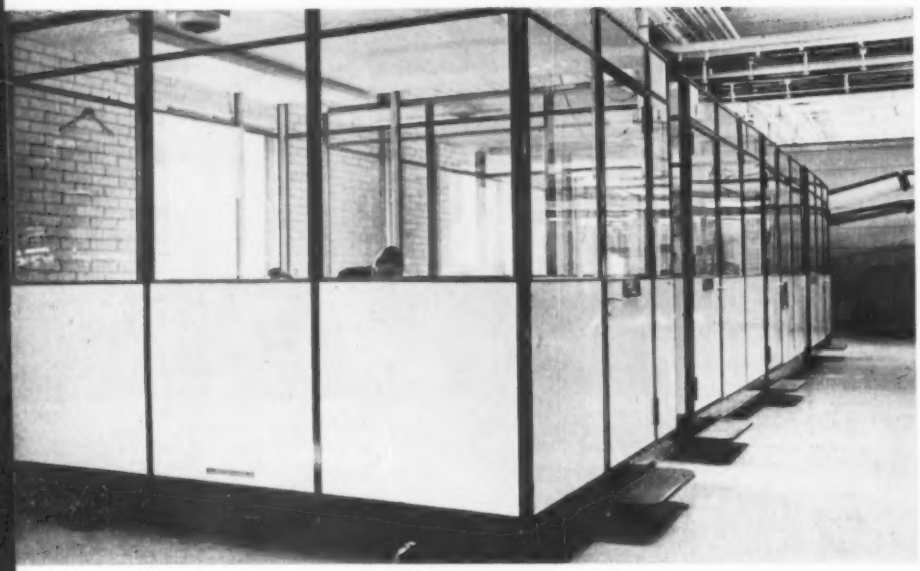
Maintenance ideas



IN WINTERTHUR, SWITZERLAND, a foundry truck driver pulls a pallet mounted motor from storage. Basement is below Sulzer Brothers foundry floor. Shelves adjust to motor heights. Rows are numbered (see arrow) for quick identification by warehousemen. Basement storage is a common practice in Europe.

IN WEERT, THE NETHERLANDS, each Philips machine mechanic has a portable tool workbench. Each shelf is rimmed with a rubber bumper. Top one is a work bench; next two hold tools, nuts, bolts (note adjustable partitions); bottom is for spare parts. Front casters are pivot type with foot-operated locks.

Personnel ideas



IN TORSLANDA, SWEDEN, supervisors' offices in Volvo's new car assembly plant are highly mobile. Each is mounted on four casters and there is no need to use trucks, just roll your own where needed. Each is modular, using standard prefab panels and glass. Employees in European plants get elaborate attention, the author reports. Altho noise suppression is popular, he found little plant air conditioning.

IN STUTTGART, GERMANY, there is a do-it-yourself refreshment stand on each floor. Hot-water for tea, instant coffee, or soup as desired by workers employed in the Eugen Baur plant.

IN DALBY, DENMARK, process line workers find the sit-stand seats reduce fatigue while working in bottling operation. This device was seen in Peter F. Heering's new distillery and reportedly is approved by workers.

house is maintained, and each new process-warehouse building must be designed to complement the design of the old farmhouse.

- Rapid plant and equipment depreciation laws in some countries have stimulated building of new plants and purchase of modern equipment. But I was told of one recent odd situation. As construction of a plant was slow (it's a drawn-out process of two to three years in Europe), this particular plant was fully depreciated before it was actually placed in operation.
- The French like color—lots of it. All three French plants I visited were blazing with color, inside and out. Renault used bright orange outside; reds, blues, greens inside. Both Schneider and Machines Bull splashed strong colors on corridor walls.
- The English don't waste space. This is apparent from their narrow, twisting roads, and crowded living. Moderate-income houses are usually attached type, very narrow. Rooms are smallish. Even their bathtubs are a bit cramped. This same compactness can be seen in their best plants. Floor areas were overcrowded. Main aisles were twisting and only six feet wide. Doors were a narrow six feet, some cleared only six feet.

Court yard design

- While flying low over Denmark, I noticed what I'm told is a traditional Danish design—farm houses consisting of four buildings set in a square, around an inner garden court. This design historically afforded protection from highwaymen and strong Danish winds. Several modern Danish plants I saw reflect this heritage. Haustrups Fabriker at Odense, for example, has a beautiful inner garden surrounded by office, plant, shop and cafeteria buildings.

Several European governments outwardly regulate new plant location. Others use indirect influence. But all are pushing new plants away from heavily congested cities to suburbs and rural districts.

Around London, most new plant locations are controlled by the London County Council. This agency is pushing new plants into areas 30 to 50 miles out to relieve overcrowded London. Plant managers have a limited choice of sites. Also, the Council retains staff architects who review all building designs. This helps small industry. But all new plants tend to look alike, having, for example, a standard window size.

There are some exceptions to this sameness. An example is the multi-occupant building, Endeavour House, built by the Borough of Hendon.

Encouraging new facilities outside London proper, the Council promoted an

exodus of workers from London. At first, this worked. But the trend has reversed. People from the rural areas now are seeking employment in this suburban belt. Also, the second generation of "new town" inhabitants are returning to London's faster pace and higher wage rates.

French decentralizing

In France, the government is forcing decentralization by imposing a special tax on new plants built too close to Paris. However, this program is causing transportation problems. Modern highways are not following the new rural plants. One French plant manager complained of delays in supplies. He must place orders a month or two ahead of normal requirements. If the French government does not embark on an accelerated road building program, plant managers will think twice about decentralized locations.

Renault is solving the problem with water transportation. Its new transmission plant at Cléon is close to the Seine River. So are two of its assembly plants. So will be a new plant south of Le Havre. All will be served by barges, rather than trucks, for raw materials and parts supply.

In Germany, decentralization takes on another mask. One of the industrial traits observed was the German's fondness for his forefather's original shop. The new breed expands around the old shop. When the in-town plant is about to burst its walls, a sub-assembly line is pulled out and set up in a new suburban plant. Still, final assembly is in the old one.

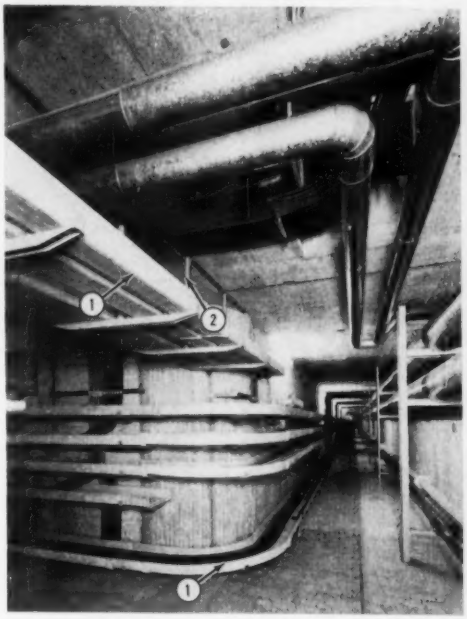
Building design flowering

For the most part, European plants lack imagination in design and application of new materials and erecting techniques. But, this is slowly changing.

In France, there is a definite departure from the traditional brick and mortar sawtooth plant. Three French plants (Schneider, Renault and Machines Bull) employ structural steel and prefabricated wall panels generously. Each have modern, interesting lines. Machines Bull used the latest tilt-up technique for precast concrete panel walls. French architects, builders and plant men say the reason is higher masonry labor cost. The newer materials and techniques are now competitive. Also, French builders have discovered that these newer techniques cut erecting time.

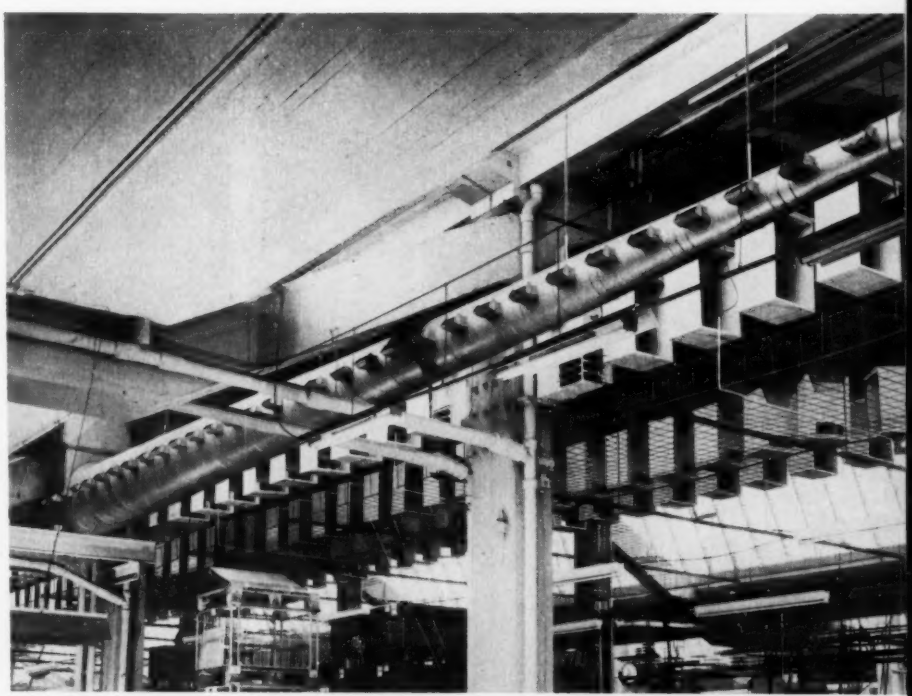
In other countries, there is a sprinkling of improvement. The best is Toms Chokolat in Ballerup, Denmark. Close behind are the Peter F. Heering distillery at Dalby, Denmark, and the giant sheet steel rolling mill of Thyssen-Hutte at Duisburg, West Germany.

Utility ideas



IN BIRRFELD, SWITZERLAND, utility distribution in Brown Boveir plant is well planned. Prefabricated asbestos cement cable troughs (arrow 1) are held by (arrow 2) posts.

IN ANGERS, FRANCE, at Machines Bull, plasitc skylights and radiant heating alternate on the ceiling (arrow) fluorescents.

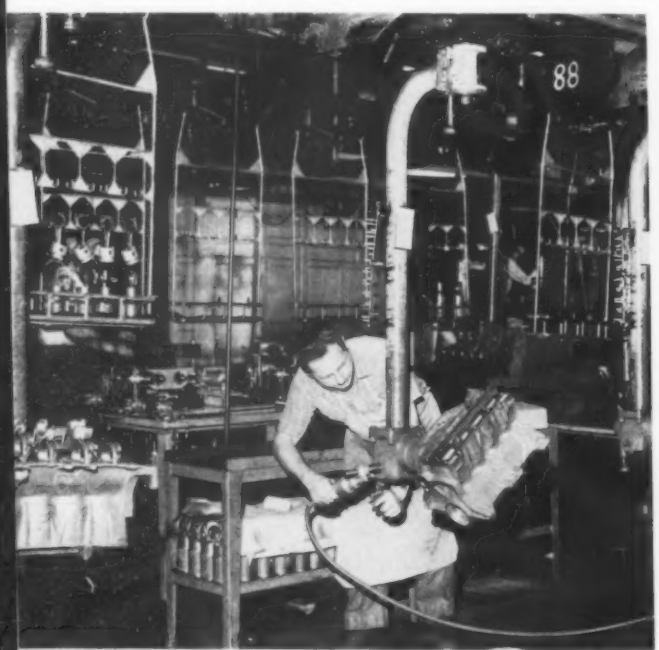


IN LYNGBY, DENMARK, heated or cooled air is distributed by a tapered duct at Atlas Refrigerator plant. By tapering the section, the exit velocity is equal at each opening in room, avoiding uneven flow.

Material handling ideas

IN ALLEROID, DENMARK, employees at Fritz Hansens furniture factory roll their own. Paddle wheel fixture is for interdepartmental transfer.

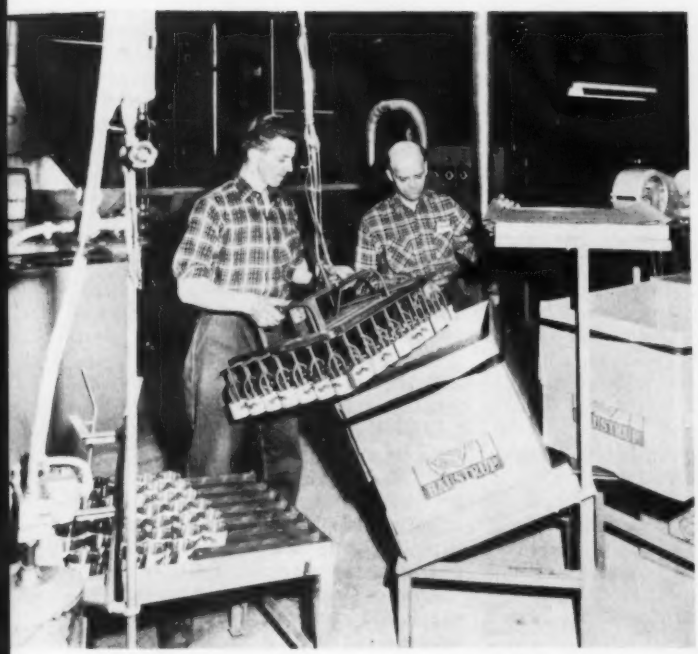
IN WINTERTHUR, SWITZERLAND, foundry charging station of Sulzer Brothers is serviced by means of the circular electromagnetic crane shown in photograph.



IN CLEON, FRANCE, car engine worker in Renault plant rotates gear box hung on conveyor fixture with pneumatic tool before inserting parts.

IN LE MANS, FRANCE, Schneider assemblers work on TV chassis with ring type positioning fixture that can be rotated to any position and slides to next station.

Production ideas



IN ODENSE, DENMARK, Haustrup workers load a full line of 63 cans into a tilted shipping carton with a suction device. Controls are near hand grip. Shortage of labor in Europe and competition is forcing rapid mechanization.

IN ANGERS, FRANCE, at Machines Bull is a Christmas tree electrical wire rack. Note coil spring (arrows) holds chassis wires in production sequence. The author found a need for work simplification program.

IN GOTHENBURG, SWEDEN, packer in SKF's bearing warehouse nails wood cover on box with automatic nailing machine that drives nails in 2 sides at once.

IN STUTTGART, GERMANY, MTM engineer works out an assembly procedure for Eugen Bauer camera. Small bins self lock, are easy to pick from.

To nurse small industry along, the English have hit upon row type plant buildings. Each row is subdivided like stores in a shopping center. When a plant flourishes, two types of expansion are possible: The company takes over an adjacent stall, or is transplanted to a separate plant in the complex.

Moving to mechanization

Shortage of labor, rising wage rates and competition is forcing mechanization at a fast pace.

At Thyssen-Hutte's high speed rolling mill, electronic devices check gauge thickness as steel strip flies by. Also, at the winding and transfer end an elaborate set of mechanized lifts, rams, conveyors and positioning units handle coils automatically.

Europe's overhead cranes shine. Even the cabs look streamlined. Crane service comes in three, sometimes four, levels. Below main bridge cranes (one of two levels), heavy-duty bays have track mounted cantilever units on both sides of the bay. Below them jib cranes provide spot service.

Many parts supply conveyors are in basements and tunnels. Fiat at Turin, Italy, has enough auto parts running on underground conveyors for a week or more backlog. Klockner-Humboldt-Deutz (located in Cologne, West Germany) has a scramble type parts hook-on conveyor that loops continuously. Also, tractor parts feed to a mezzanine assembly floor from above and below.

Employee benefits

Most giants of European industry build towns along with new plants. Apartment buildings, shopping centers and cultural buildings surround new plants. Buses carry workers to and from the plants. Renault (Cleon, France) reserved apartment buildings closest to the plant for maintenance workers.

Most bike parking areas are covered with corrugated plastic. Inside, bikes are stored with wheels between rails and hung from overhead. In Italy and France, motorcycles are replacing bikes. And when the workers can afford individual cars, the unions are all set to ask for fully covered auto parking lots or multistory garages.

Noise suppression is popular. (But there's very little plant air conditioning.) At Haustrups, in Denmark, the cafeteria ceiling consists of perforated panels set in a zig-zag formation. Another, the body shop in Volvo's car assembly plant at Torslanda, Sweden, boasts of fibrous glass batts hung vertically to break sound waves. And the ceiling of Tuborg Breweries' (Copenhagen) bottling room bristles with hundreds of inverted perforated cones.

Women workers in Italy have it made. When a woman leaves to have a child, she is paid full wages six weeks before and after delivery. And for two months before this period she is granted an extra hour rest period daily.

Termination pay is costly. One Swiss plant executive remarked, "If they fire me, I will receive two years pay." This may be why excessive manpower was spotted in several plants.

And nearby, there are labor shortage problems. For instance, during the past few years, Swiss managers recruited labor from Italy, Spain and France. They have elaborate training programs, but the quality of their famous craft work is dropping because of the outside workers. Recently, the Swiss government stepped in with a law limiting foreign labor in a plant to 40%.

From whom can we learn good employee practices? The Danes, of course. They take care of employees—but don't baby them. Here's one outstanding example:

In Denmark, a disabled employee is not given a chance to sulk or grow despondent over his misfortune. As soon as an injured worker enters a hospital, a complete rehabilitation program is activated to return the person to gainful employment. This rehabilitation concept started several years ago at Haustrups Fabriker. Now Paul Haustrup's program has been accepted throughout Denmark. And it should spread to nearby Sweden and West Germany.

Maintenance bound to come

A top maintenance expert in England stated that plant maintenance in his country at one time trailed U.S. plants by 10 years—but now the gap is only five years. This may be true for England, but on the continent (excluding Scandinavia) maintenance is definitely 10 or more years behind in maintenance organization, tools and equipment, communications, and preventive maintenance. The big problem is lack of recognition by top management. Secondly, there is a shortage of trained maintenance managers.

These shortcomings must change within the next few years. The heavy emphasis on mechanization must force companies to strengthen their maintenance forces in number and in skills. The need for this will be recognized after the conveyor service engineers leave the scene and company maintenance must go it alone.

Recognition is coming from other directions. London has an active maintenance society chapter. And more maintenance consultants are active in Europe.

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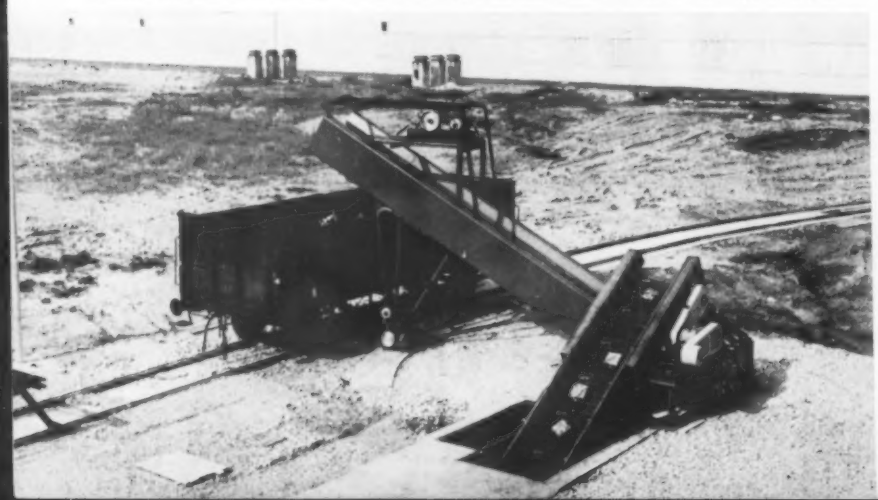
Communication ideas

IN MILAN, ITALY, an attendant monitors Innocenti metal scrap handling system, with TV cameras positioned at strategic points on underground conveyor sections in the scrap metal yard.



IN MILAN, at the console, the attendant can move conveyor over waiting cars and call for new cars.

Three join forces on a global basis

Three U.S. companies—two of them subsidiaries of Lockheed Aircraft Corp., Burbank, Cal.—have joined forces to develop industrial projects around the world.

CONSTABLE

The association involves Lockheed Aircraft International of Los Angeles, the corporation's global agent; another subsidiary, the Puget Sound Bridge & Dry Dock Co. of Seattle, Wash., and the engineering-construction firm, Stearns-Roger Corp., Denver, Col.

Lockheed International's newly elected president, Erle M. Constable, announced the agreement. He said project areas in which the firms will co-operate are mining and metalworking, thermal and hydroelectric power generation, flood control and water-resources development, salt water distillation, sugar refining, chemical processing, natural gas processing and oil refining.

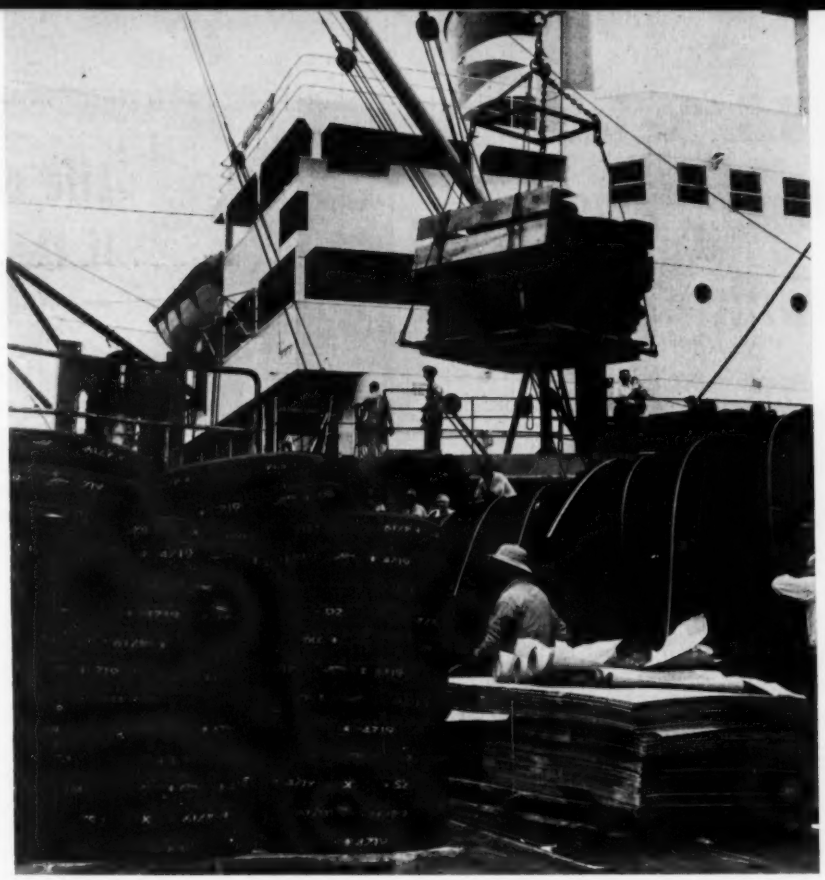
Constable said the firms will offer "a complete range of services, including feasibility studies, process engineering, plant design, project management, material procurement, equipment designing and fabrication, plant construction, plant testing and personnel training."

Lockheed International services include market surveys, systems management, project planning, financial counseling and liaison with lending agencies.

Puget Sound Bridge & Dry Dock Co., founded in 1889, is engaged in shipbuilding, ship repair and crane fabrication. In the engineering and heavy construction fields, it specializes in dams, reclamation projects, harbor and waterfront works, roads and bridges.

Stearns-Roger Corp., founded in 1885, provides engineering service to the process industries. Stearns-Roger plants for the power, petroleum, mining, metallurgical and chemical industries are located in many parts of the world.

Constable, an authority on international finance, was named president of Lockheed International two weeks ago after serving two years as executive vice president. He is a member of the Los Angeles Regional Export Expansion Council and chairman of the Aerospace Industries Association's export committee.



MADE IN ALABAMA, tires are loaded at Lake Charles, La., for shipment to German automobile factory.

Cars roll from German automobile factory with U.S.-made tires as original equipment

New cars, trucks and station wagons are rolling out of a German automobile factory on U.S.-made tires.

The tires are manufactured by Goodyear Tire & Rubber Co. at its Gadsden, Ala., plant and exported to Germany for installation as original equipment on Volkswagens.

Under a contract with Volkswagenwerk A.G. of Wolfsburg, Germany, Goodyear will produce an initial order of 400,000 tires made to Volkswagen specifications. A spokesman for the German firm said there probably would be follow-up orders.

Twenty-five per cent of new Volkswagens sold in the United States in the 1965-model year will be equipped with the U.S.-made tire, the company said. This means that most of the U.S.-made tires will be coming back to the U.S.

The order is the company's first for tires to be shipped from the U.S. and mounted as original equipment. The company said it would continue also to use tires made to its specifications in Germany by another U.S. company, Firestone Tire & Rubber Co.

In addition to the Goodyear contract, the German firm announced an agreement with Kelly-Springfield Tire Co., a Goodyear affiliate in Cumberland, Md., to produce replacement tires in the U.S.

Manufacturers in 17 states now supply Volkswagen equipment and accessories, in a variety that ranges from headlights to heavy production machinery. The company estimated its purchases of U.S.-made accessories "is running between $5½ and $6 million a year" and that purchases of heavy machinery would "add another $10-12 million."

"Where performance is satisfactory and the price is right, the business continues to increase," a spokesman said.

U.S. to table exceptions list with EEC today

Action is prelude to extensive negotiations in Kennedy Round

The United States has assured the European Economic Community and its other GATT trading partners in the Kennedy Round negotiations that it will table its exceptions' list of industrial products today (Nov. 16.) The tabling of countries' exceptions' lists is a prelude to substantive negotiations.

Exceptions' lists contain products on which countries do not intend to make a 50% tariff reduction. After countries table their exceptions' lists, negotiations will attempt to balance them so that a reciprocal agreement can be concluded. These negotiations will also involve non-tariff trade barriers.

The United States had hoped that agreement on negotiating rules for agricultural products could be achieved before the tabling of exceptions' lists of industrial products. This has not been possible. However, discussions on the treatment of agricultural products continue. It is expected that substantive negotiations on boh industrial and agricultural products will begin early next year.

Record grain harvest announced for EEC

The European Economic Community's Statistical Office has announced a record 1964 grain (including corn and rice) harvest of 58.6 million metric tons in the countries of the Community.

The record crop can be attributed to favorable weather as well as an increase in wheat and barley acreage compared to the average for the last five years.

Total wheat production in the Community is estimated at 29 million tons, the average yield per hectare being estimated at 27.5 quintals, 2.8 quintals more than the average for the last five years.

Community barley production is down somewhat from last year's 12.1 million tons to 11.7 million tons, due to a reduction in the area planted.

Life can be beautiful if the chips are down

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

CANNES—A kittenish, gentle wind whirled. The warm breeze was like an air conditioner with the chill off, but the beach sand and those who stretched on it were scorched and toasted this lazy autumn day. The tiny bars along the Boulevard Croisette were empty as usual in this tenderly quiet late afternoon.

In the lobby of the swank Hotel Martinez, surrounded by displays of Cartier, Patek-Phillippe and the perfumes of France, I. J. Filler of Atlanta, Ga., was working in shirt sleeves, placing boxes of Cheese-Trix, Tor-Tees and Bacon-Krisp on a table. The fourth annual convention of the International Potato Chip Institute was about to open.

We would have guessed these calorie corrupters would have met in secret, not openly by the Mediterranean Sea at this plush spa of bourgeois beauty and weary wealthy.

"My name is Filler of Filler Products," I. J. Filler said. "I must have been named after this business, because with snacks that is what we do to people."

In the United States, Filler said, these dinner destroyers have about the fourth largest retail turnover of all American products. About $1.2 billion in chips and popcorn is consumed annually. In addition, there are crackers, peanuts and pretzels, whose makers are not members of the Institute.

"Foreign business has doubled in three years," Filler went on. "We began looking overseas in 1946, but momentum did not hit hard until lately. This international potato chip meeting will attract a sizeable group from the United States, but another 100 will come from everywhere else, including Australia and Japan."

Potato chips, if we thought about them at all, were way down on our list of products that might help settle the deficit in balance of payments. Contributing to this notion has been a continual harassment by hostesses who, at cocktail time, show hostility toward those who refuse them. Shows how much we know!

"There is now a trade mission in Russia, demonstrating how snacks go with vodka," said Filler. "Amstel breweries in Holland are franchised to supply Filler products. We will be making chips in Germany, Austria and Norway by the first of the year."

Filler wears huge, dark horn-rimmed glasses that frame his face, reaching from the beginning of wavy steel-gray hair to the end of his nostrils, where they bump into a neatly clipped moustache. It's as if he were peering through windows.

"To those interested in the world of potato-chip manufacturing, we show here how to achieve quality control, and discuss merchandising methods. We bring over bread-and-butter items, if you will pardon the reference, but only 10 or 12 varieties. It is better not to be overwhelming in a new market.

"Another thing: We try to push agricultural products available in another country to use in their local snacks. For instance, in Puerto Rico we make Plantin chips from horse bananas."

When asked if he had will-power over his meal marauders, he replied, "When I have to." Then he added like the rest of us, "I guess."

IN NIGERIA

Long-expected upturn

General economic advance appears to have begun in first half of '64

A general upswing in Nigerian economic activity, which has been anticipated for some time, now appears to be well underway, according to the U.S. Embassy at Lagos. Recently available data indicate that definite gains were registered in all major sectors of the country's economy during the first half of 1964.

Nigerian imports and exports both reached record levels for the first part of the year. Demand for capital equipment and materials appears to have sparked the rise in the country's imports, while the higher export levels reflect increasing petroleum output and a continuing high level of agricultural production.

Encouraging progress was made in the 6-Year Development Plan. Several important projects were launched and others reached the final stages of planning and detailed documentation, so that the flow of foreign assistance increased markedly. The outstanding development of 1964 has been the start of work on the main part of the $205 million Niger Dam Project.

Industrial development during the first half of 1964 also continued at a rapid pace, with numerous new factories opening and plans being made for others.

Foreign trade up

Official Nigerian statistics show that imports for the first five months of 1964 reached a record level of $283 million—an increase of 26% over the $225 million figure for the comparable period of 1963. Exports also reached a new high, increasing by 21% from $224 million to $272 million.

It is still unclear, however, whether the sharp growth of trade will continue through the rest of the year. Some of the rise in Nigerian imports during the first part of the year was attributable to a rebuilding of inventories after the relatively slack local business conditions of 1963.

Also, higher import duties were placed in effect on a wide range of goods in August. The new duties, imposed for balance of payments reasons, and bearing most heavily on consumer goods, will doubtless curtail overall Nigerian imports. The decrease, however, may be less than might otherwise be expected since a large part of the country's imports consists of machinery and industrial equipment and materials which remain subject to lower rates of duty.

Total Nigerian imports for 1964, taking into account both the rising demand induced by bouyant economic conditions and the dampening effect of the new duty increases may reach $600-$625 million, as against $581 million in 1963. Exports, sustained by continually growing petroleum shipments, are likely to approximate $590 million, compared with $518 million in 1963.

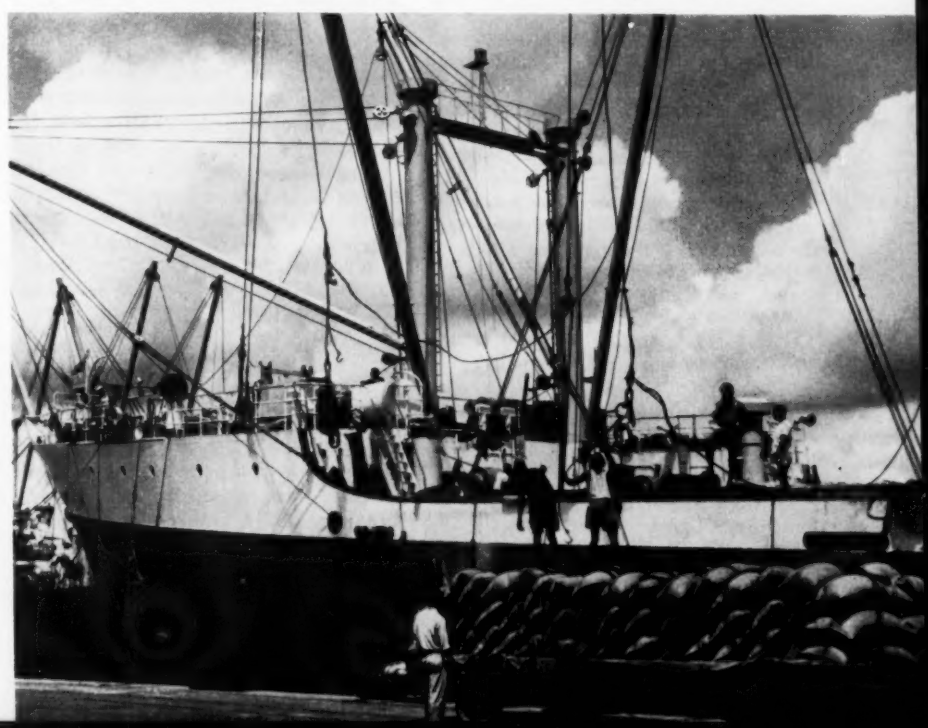
Despite the generally satisfactory growth of Nigeria's foreign trade during the first part of 1964, the balance of payments continued to show a deficit, with a resultant further decline in foreign exchange holdings. Standing at $300 million in mid-1963, Nigeria's foreign exchange reserves totaled $263 million at the end of 1963, and had fallen to $244 million by the end of the first quarter of this year.

Public investment

Total investment by the Nigerian federal and regional governments during the first year (1962/63) of the 6-Year Plan amounted to $188 million. The rate of implementation of plan projects picked up in the second year, and public investment during 1963/64 appears to have reached about $200 million.

Foreign economic assistance commitments have been received for a number of important Plan projects. The World Bank extended loans of $30 million for expansion of the Electricity Corporation of Nigeria's transmission network, and $82 million for the Niger Dam. The International Finance Corporation invested $1.4 million in the new Nigerian Indus-

RISING NIGERIAN EXPORTS featured the country's general economic upswing during the first half of 1964. The export rise of 21% was more than offset by a 26% rise in imports, and the continuing balance of payments deficit made further inroads into Nigeria's foreign exchange reserves. Below, kola nuts are shown being loaded aboard ship at Port Harcourt for export to the world's markets. Rapidly increasing petroleum exports are accounting for most of the rise in Nigeria's overseas sales.



trial Development Bank and $700,000 in a textile mill in the Northern Region.

Several AID loans for development projects were authorized during the first half of 1964. These included $14 million for the Niger Dam Project; $1.8 million for school construction in Port Harcourt; $3.2 million for engineering services in connection with the Nigerian telecommunications expansion program; and $3.8 million for teacher training colleges in the Northern Region.

Niger dam started

Attention has been focused on the Niger Dam Project, the largest single undertaking in the 6-Year Plan. Construction started this year on the main civil works of the dam and, although the construction contract was awarded to an Italian firm, the project will mean business for many U.S. suppliers. Initial estimates by the contractor indicated that construction will involve the purchase of some $23 million worth of U.S. equipment and materials.

Financing for the dam project is now assured, with major loan commitments having been made by the World Bank ($82 million), the United States ($14 million), Italy ($25 million), the United Kingdom ($14 million), and the Netherlands ($5 million). The Nigerian Government will finance approximately $63 million in local currency costs for the project from its own resources.

Industrial gains

Recent industrial growth in Nigeria has been good. Some 38 major industrial enterprises were completed during 1963, involving total investment of about $76 million; about two-thirds of this was private investment from abroad.

This trend has continued in 1964, with at least 10 important new plants being formally opened during the first half of the year. These included factories producing cigarettes, cement, animal feeds, yarn and thread, steel doors and windows, cosmetics, and shoes.

A number of other large plants are now under construction, including several in the textile industry, a paperboard factory, a pharmaceutical plant, a flour mill, and a glass- and metal-container plant.

The largest new industrial venture announced so far in 1964 is a Midwestern Nigeria Government plan to build a cement plant (involving an investment of some $11 million), an integrated textile mill (also about $11 million), and a glassware and flat-glass factory ($3 million).

Development of Nigerian oil reserves continues to move ahead rapidly.

Nigerian Gulf Oil Company has struck oil in four out of five holes drilled, and has announced plans to start commercial production at a rate of 25,000 barrels a day in 1965. Mobil reported oil in its first two off-shore wells, and Sunray-DX announced a successful off-shore well in October. The French company, SAFRAP, struck oil on-shore with its first well in the Midwestern Region.

Upward revision

Shell-BP, at present the only commercial producer, announced an upward revision of its production plans. Production for 1964 is now placed at 5 million tons —up 30% from 1963—and the company estimates its annual production will be 10.5 million tons by 1967. By that time, petroleum should be Nigeria's largest export, while output of the refinery now under construction near Port Harcourt will have replaced most imported petroleum products.

License sought by Mexican to produce rubber articles

A Mexican manufacturer in Ixtapalapa is interested in obtaining a license from a U.S. company, to use its molds to make automotive rubber articles, including mats and motor mountings.

The firm was organized in 1952 and manufactures rubber goods such as heels, mats, carpets, caps, packings, and bicycle inner tubes. Details are to be worked out with the licensor, probably on a royalty basis, after contact is made with the firm.

Rubber articles are subject to import controls by the Mexican Government which were imposed to protect local manufacturers. Therefore, a firm seeking to enter the Mexican market in this field may find this opportunity worth exploring because of the expansion program now being carried out in the automotive industry.

Write: Carlos Garcia Rojon, General Mgr., Cia. Hulera La Corona, S.A., Czda. de Tulyehualco No. 128, Ixtapalapa, D.F., Mexico.

YEAST FIRM WANTS LICENSE

South African firm is interested in manufacturing yeast preparation, vitamin preparations, organic acids, lecithin, protein preparations, inver sugart, sorbitol, monosodium glutamate, antibiotics, food and fodder yeasts, pectin, rennet, casein under license to U.S. companies.

Write: Compressed Yeast, (Pty), Ltd., P.O. Box 2497, Johannesburg, South Africa.

Small firms slate session to discuss electronic exports

Nov. 30 workshop to precede industry's winter conference in San Francisco, Dec. 1-3

A small business workshop emphasizing the elements of international selling that are of direct value to small business managers will be held Monday, November 30, at the Fairmont Hotel in San Francisco, the day before the opening of Electronic Industries Association's winter conference (December 1-3).

The day-long session, sponsored by EIA's international department and the association's West Coast office, is on the theme, "The International Market—Keys to Profits for Small Business." It will be held with the cooperation of the U.S. Department of Commerce and the Small Business Administration.

Panels

The morning panel will deal with opportunities, problems, tools and techniques. It will be preceded by opening remarks from Dr. Harper Q. North, vice president of research and development, Thompson Ramo Wooldridge, Inc., Redondo Beach, Calif., and president of EIA.

Joseph Oppenheim, director of the international staff of the Raytheon Co., Lexington, Mass., will be moderator. Panelists are Jay Rodney Reese, vice president, corporate marketing, Texas Instruments, Inc., Dallas; Phillip M. Creighton, director, San Francisco field office, U.S. Department of Commerce; W. A. Muriale, vice president, Bank of America National Trust and Savings Association, San Francisco; and Jack Paul, Beverly Hills attorney.

The afternoon panel, "Exporters Roundtable," will include Thomas P. Collier, Thomas Collier and Associates, Los Angeles, as moderator, and A. J. F. Clement, vice president, Diodes, Inc., Chatsworth, Calif.; Mannes N. Glickman, president, Hermetic Seal Corp., Rosemead, Calif.; and James F. Riley, president, Signetics Corp., Sunnyvale, Calif.

Contact: Electronic Industries Association, West Coast Office, 1717 N. Highland Ave., Hollywood, 90028 (Phone 462-1228).

American display of outdoor goods urged at ELMIA 65

Agricultural, industrial fair scheduled in Jonkoping, Sweden

The 5th European Agricultural and Industrial Fair (ELMIA 65) will be held in Jonkoping, Sweden, June 3-13, 1965. U.S. firms are invited to participate.

Next year's show will be "materially enlarged in comparison with earlier ELMIA fairs," according to Sven af Geijerstam, president of the ELMIA executive council.

Geijerstam invited U.S. participation in the areas of forestry, the timber industry, nature preservation and spare time activity. He said this "would undoubtedly mean substantial contributions to an increased exchange of ideas and lead to more extensive business relations between the United States and Scandinavia."

The recreational side of ELMIA 65, he said, will include equipment for houses, camping, hunting, fishing, and water sports.

An exhibition demonstrating this American equipment, he said, would be met with "the greatest interest" and would open up "new and larger markets for export."

He called Sweden—and Scandinavia—a part of Europe "where there still are large areas of virgin ground, offering fine opportunities of sports and other open air activities."

Write: Sven af Geijerstam, President, Executive Council, ELMIA, Jonkoping, Sweden.

Index available

If you're searching for some article that appeared in *International Commerce*, perhaps the Quarterly Index might help. It's available now, covering all issues in the third quarter.

Indexes listing the articles appearing in the magazine during the first and second quarters are also available. Free copies may be obtained from Sales and Distribution, Department of Commerce, Washington, D.C. 20230.

BEAUTIFUL GARDENS and patios at the Ideal Home Exhibition in London attract visitors and buyers from many distant places in search of new things. The spotlight this year will be turned on American goods.

American products to get top billing at show in London

Ideal Home Exhibition scheduled for next March in Olympia Hall

One of the largest exhibitions in England will throw the spotlight on American consumer goods next spring—the first time it has done this.

The Ideal Home Exhibition, sometimes called "Britain's greatest shop window," will be held March 2-27, 1965, in the 14-acre Olympia Hall in London.

Likes opportunity

The Department of Agriculture plans to display U.S. feed and agricultural products in a 4,000-square-foot area. "We are deeply interested in the British market and we appreciate this opportunity," Secretary of Agriculture Orville Freeman said recently.

Consumer products shown at the annual show include building materials, floor coverings, garden equipment, sporting goods and toys, food and confectionery, crafts and hobbies, and numerous other items.

Paid attendance at the four-week exhibition last year exceeded 1,122,000. Exhibitors reportedly rang up more than $5 million in on-the-spot sales.

Write: Ideal Home Exhibition, Harmsworth House, Bouverie St., London, England.

Building exhibition set next September in Denmark; U.S. participation sought

A building and construction exhibition will be held in Aalborg, Denmark Sept. 4-12, 1965. U.S. firms are invited to participate.

The exhibition, known as "Building for Billions," will be held in the Aalborg Hallen exhibition hall. It will include the latest developments in building materials, construction methods, styles and equipment.

Write: the Secretariat, Scandinavian Trade Fairs A/S, 17 Vesterbro, Aalborg.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

New Zealand changes licensing schedule to acquire more imports to meet raw material requirements

Government takes measures to provide more funds for essential imports to maintain steady production

Certain relaxations have been announced by the Customs Department of New Zealand in the import licensing schedule following a first quarter review for the 1964-65 import period.

Officials have declined to indicate a monetary value for the increased license allocations as it is difficult to gauge the extent of the utilization that will occur.

Provisions have been made to allow in general 100% of 1963-64 license levels for manufacturers' raw material requirements. The need to maintain New Zealand industries at a steady rate of production was a major factor in the Government's decision to provide additional funds for imports of essential raw materials.

The original import provision for manufacturers' raw materials was on a scale less than the value of licenses available during 1963-64.

Additional provisions

The additional funds for imports are being provided for power board needs for electrical distribution requirements; components for television industry; demand for spare parts for a wide range of machinery and equipment in New Zealand industry; commercial vehicles; certain agricultural chemicals; joinery and furniture timbers; dried fruit; oranges and non-ferrous metals.

The additional funds for non-ferrous metals are to assist in meeting the significant rises in world prices for these metals and should allow about the same volume of imports as occurred in the 1963-64 licensing year.

Ten new items have been added to the list of items exempt from licensing requirements. The newly exempted items are: molasses, mustard flour, crude gypsum, raw tanning materials, mineral medicinal oil, timber preserving preparations, raw rubber, uncompounded rubber, match splints and meat wraps.

A start has been made for creating new provisions for import license allocation for new importers. Because of the great demand for imports and the consequent drain on foreign exchange reserves, the allocation for new importers will be defined within strict limits. The Government will announce details of the nature and scope of this scheme at a later date.

Tax on imports

Imports are to be subject to the value added tax at the time goods are cleared through customs. The tax will be paid by the importer and is to be computed at the rate of 13% on the duty paid value of the goods. This proposed manner of applying the tax to imports is the same as under the present general turnover tax law.

Imports subject to the proposed tax are primarily products imported by registered taxpayers for use in business activity within the country.

Certain products are to be exempt from the value added tax. These would include war material subject to export control or sold to the state for military purposes, drugs and pharmaceuticals sold only on prescription or to hospitals, works of art, duty free printed matter, spirituous beverages and wines, tobacco products and cigarette paper.

Value added tax exemptions

Sale of goods for export are to be exempt from the value added tax. This exemption also would include the sale of goods and services for the use of ships and aircraft engaged in international traffic.

U.S. companies operating in or contemplating establishing in Sweden would be affected by the proposed change in the manner of financing the social welfare program.

Under the plan proposed by the Committee on Tax Policy employer contributions would replace a large part of the contributions made currently by individuals toward the national retirement pension and sickness insurance plans.

Iran's Central Bank tightens import controls

The Government of Iran has announced new regulations affecting bank deposits required for opening letters of credit.

Deposits previously held by commercial banks must now be deposited with the Central Bank. These deposit requirements for imports under a letter of credit are 15, 40, and 100% depending on the category of imports.

The commercial banks may issue a letter of credit only after making this deposit. The importer is required to furnish the Central Bank, through his bank, both a "supplier's offer" and an "insurance policy" covering the anticipated imports.

These new regulations apply to letters of credit issued after Sept. 23 and to all increased deposits on letters of credit issued prior to that date.

Paraguay approves decree to increase import surcharge

The Council of State of Paraguay has approved a decree-law to increase the import surcharge by 4% from the present 24% to 28% of the c.i.f. value.

Imports of wheat and petroleum from whatever origin and all negotiated items from the Latin American Free Trade Association, (LAFTA), are exempt from the surcharge. Early promulgation of the decree-law is expected.

Duties waved temporarily

Austria temporarily has waived import duties on geese and turkeys (chilled or frozen) entering the country before Dec. 31. This measure will provide Austrian consumers with adequate supplies of turkeys and geese during the year-end holiday season.

Pear imports opened

The Norwegian Ministry of Agriculture has announced that fresh pears may be imported into Norway from Dec. 1, 1964 through July 31, 1965. No announcement has been made regarding the time for lifting the embargo on fresh apples.

AID reports $1.8 billion repaid on economic assistance loans

Total includes disbursements for foreign assistance programs administered from Marshall Plan to end of fiscal year 1964

More than $1800 million in dollars and foreign currencies have been collected by the Agency for International Development and its predecessors from countries which have received loans under foreign assistance programs.

Of this amount, according to an AID report showing disbursements and repayments through June 30, 1964, $1268 million was in U.S. dollars. The remainder, the equivalent of $553 million, has been collected in foreign currencies under loan programs, including Food for Peace.

These figures do not include collections made by the Export-Import Bank or under other U.S. economic assistance programs not administered by AID or its predecessors.

During the 16-year period from the start of the Marshall Plan through June 30, 1964, AID and its predecessors disbursed a total of $8520 million in loans. Of this amount, $3746 million must be repaid in dollars. Nearly half of these dollar loans—$1640 million—were disbursed in the past two and one-half years. In fiscal year 1964, 67% of AID country and regional programs were financed by loans, compared to 36% in 1959-61 and 6% in 1953-55.

Returns on postwar loans

Of the $1268 million collected in U.S. dollars, AID receipts were $730 million during the period, Jan. 1, 1962, and June 30, 1964. During the 13-year period preceding, starting with the Marshall Plan in 1948, AID and its predecessors collected $538 million in U.S. dollars. The high rate of U.S. dollar collections in recent years represents, in large measure, returns on loans for the economic recovery of postwar Europe and Japan.

Of the current total repaid in U.S. dollars, $746 million is on principal and $522 million in interest. Of the total repaid in foreign currencies, the equivalent of $180 million is on principal and the equivalent of $373 million is in interest.

Loan collections represent a return on only a portion of the economic assistance program administered by AID and its predecessors. All kinds of disbursements, totaling $3224 million, have been made from the start of the Marshall Plan to the end of fiscal year 1964.

Spent in U.S.

Currently, economic assistance loan dollars under the program are spent in the U.S. Procurement of U.S. materials, commodities, equipment and services under all AID programs exceeds 80%.

For a copy of the quarterly report, "Status of Loan Agreements," **Write:** AID Information Staff, News Division, Rm. 4893, New State Bldg., Washington, D.C.

Panama gets $2 million loan for project studies

A $2 million Alliance for Progress loan will help Panama carry out preliminary studies of high priority projects for economic and social progress.

The projects to be considered for study include rural development, educational facilities, housing, sewerage and water systems, roads, airports, ports, electric power and industrial park development.

The loan will be administered by the Planning and Administration Bureau of the Office of the Presidency. The studies will be carried out through contracts with U.S. or Panamanian firms, or joint U.S.-Panamanian ventures.

About $1.5 million of the loan will pay for studies which will determine whether or not it is economically and technically feasible to proceed with the implementation of specific projects. Favorable investigations may be used to support private and public loan applications and investments. The remaining $500,000 will be used to finance pre-feasibility investigations where further basic information is needed.

Panama will repay the AID loan in dollars within 40 years.

U.S. firm to study feasibility of mill opening in Tunisia

Marshall Erdman and Associates, Inc., of Madison, Wis., will look into the feasibility of opening a mill in Tunisia to manufacture ready-made doors and window frames.

The firm, which designs, engineers and manufactures prefabricated schools, clinics and other basic buildings, became the 100th U.S. private enterprise to sign an investment survey agreement with the Agency for International Development.

The company employs 300 people and had sales of roughly $7 million in 1963.

An AID official said "This decision illustrates the fact that the prospect of investing overseas is not confined to the 'giants' of U.S. industry. AID welcomes the opportunity to assist all U.S. investment—large or small—in the developing nations."

The cost of this feasibility study is estimated at $10,000. Under the terms of AID's Investment Survey Program, should the firm decide against investment after completing the survey, AID will pay half of the cost and the survey itself will become the property of the U.S. It will then be used by other companies similarly interested.

If the firm decides to go ahead with the investment, it pays the full cost of the survey and retains it.

The program is one of a variety of methods AID uses to encourage U.S. private investment in friendly foreign nations in order to stimulate their growth.

Company president Marshall Erdman first became interested in the prospects for investment in Tunisia while a member of a team of U.S. businessmen visiting that country. Their object was to determine whether, with the help of some representative American businessmen, small private business in Tunisia could be developed.

SWITCHGEAR

Western Australian firm seeks licensing rights with U.S. firm to manufacture sub-station switchgear suitable for 20 kv. **Write:** Falcon Engineering Co., Pty. Ltd., P.O. Box 17, Belmont, Australia.

Tariff Commission reports on watches, movements

A Tariff Commission report to the President has found watches, watch movements and parts (except jewels) are not, because of concessions granted under trade agreements, being imported in such increased quantities as to cause or threaten serious injury to U.S. industries producing like or directly competitive products.

Concessions on these articles, in the form of duty reproductions or bindings against increase of the rates of duty provided in the Tariff Act of 1930, were granted by the U.S. in a trade agreement with Switzerland effective Feb. 15, 1936.

Following an escape-clause investigation concluded by the Commission in 1954, the President proclaimed increased rates of duty effective July 1954 on all the categories of watch movements on which rates of duty had previously been reduced.

All the Commissioners held that any increases that may have occurred in recent years in imports of watches, watch movements and one of the categories of parts of watch movements (those accompanying shipments of watch movements and valued at 4% or less of the value of such movements) are not attributable in major part to trade-agreement concessions.

For a copy of the Commission's report, **Write:** Secretary, Tariff Commission, 8th and E Sts., NW., Washington, D.C., 20436.

French corporation loses U.S. export privileges

Paris-Labo, a dealer in laboratory equipment and supplies in Paris, France, has been denied all U.S. export privileges indefinitely, for failure to provide information about the suspected illegal reexportation to Cuba of certain sophisticated chemicals of U.S. origin.

The sanctions, applied by the Department of Commerce's Bureau of International Commerce (BIC) after an investigation, were effective as of Nov. 5, and will remain in force until the requirements of the Bureau are met.

All outstanding validated export licenses in which Paris-Labo has interest are revoked.

AID now accepting requests for loans in Colombian pesos

Commodity sales agreement signed for 'Cooley Loan' transactions

The Agency for International Development is prepared to accept new applications for loans in Colombian pesos.

Under a commodity sales agreement with Colombia, the peso equivalent of about $5.7 million will be made available for loans to private business under the "Cooley" amendment to the Agricultural Trade and Development Act of 1954 (PL 480). The funds will be made available as payment is received under transactions authorized in the sales agreement, which runs to Dec. 31, 1966.

Acceptance of applications for loans in Colombian pesos generated under a previous PL 480 sales agreement was terminated on June 5, 1961. Applications then totalled several times the amount available for lending.

In approving applications, priority is given to those which propose financing the purchase of fixed assets, such as land, buildings and machinery and equipment of Colombian origin. The loans cannot be used to purchase items imported into Colombia.

Amendment terms

The "Cooley" amendment specifies that local currency loans may be made to U.S. firms or their branches, subsidiaries or affiliates for business development and trade expansion in Colombia, or to either U.S. or Colombian firms for expanding markets for and consumption of U.S. agricultural products.

No loans will be made for the manufacture of products to be exported to the U.S. in competition with products produced in the U.S., or for the manufacture of commodities to be marketed in competition with U.S. farm products.

Loans must be mutually acceptable to AID and to Colombia, represented by the Banco de la Republica. They will be repayable in Colombia pesos, and interest rates will be similar to charges for comparable loans made by financial institutions in Colombia.

Applications may be made to AID, Washington, or to the USAID, c/o American Embassy, Bogota.

Sudan goes commercial

A new opportunity for introducing U.S. products in the Sudan will be available on December 1, when commercial broadcasting will be initiated by the Sudan Broadcasting System for radio, television, and the approximately 36 mobile motion picture units operated by the government throughout the country.

Although television coverage is limited at the present time to the approximately 4,000 sets in the capital region, the other two media cover all areas of the country.

This introduction of commercial broadcasting in the Sudan could help promote American products in a market in which they are not widely known at this time.

Interested advertisers may write directly to: Commercial Office of Sales, Sudan Broadcasting System, Ministry of Information and Labor, Khartoum.

Tariff Commission probes floor, wall tile imports

The Tariff Commission is investigating imports of certain ceramic floor and wall tiles to determine whether they are causing or threaten to cause serious injury to U.S. firms producing the same articles.

The National Tile & Manufacturing Co. of Anderson, Ind., petitioned the Commission to investigate concessions granted under certain trade agreements to ceramic mosaic and glazed floor and wall tiles.

The ceramic mosaic tiles currently are dutiable under the Tariff Schedules of the U.S. at the rate of 24.5% ad valorem. The glazed ceramic tiles are dutiable at a 22.5% rate ad valorem.

A public hearing, requested by the petitioner, will be held Dec. 1, 1964, at 10 a.m. in the Tariff Commission Bldg., Washington.

The petition may be inspected at the office of the Commission Secretary, 8th and E Sts., NW., Washington, and at the New York office located in Rm. 437 of the Customhouse.

U.S. BUYING MORE

U.S. seasonally-adjusted imports dipped about 2% below August levels during September, but the $1,557.5 million total was 7.4% above the figures for September 1963. Seasonally-adjusted imports were running at an annual rate of $18.3 billion for the first three quarters of 1964, almost 8% ahead of the 1963 pace for the same period.

8 Europeans offer U.S. companies variety of products for manufacture under license

German, Austrian, Swiss manufacturers make available items including hairdressing preparations, dietetic chocolate bars, furniture

A wide variety of products from Europe are now available for U.S. manufacture under license.

From Germany, these products include hairdressing preparations and equipment, oil burners, tower cranes, concrete plaster and mortar mixers.

Two Austrian firms offer dietetic chocolate bars and welded lattice girders and a prominent Swiss establishment submits its line of high quality furniture for consideration.

For the name and addresses of these manufacturers and any additional information, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the file number.

• A large German firm specializing in hairdressing preparations and hairdressing equipment is interested in negotiating with a U.S. company to license the manufacture of its products in the United States. This firm's sales have been consistently increasing with a very large portion of its production sold on the export market. Its products available for licensing include permanent waving compounds (chemical preparations) and neutralizers; shampoos, hairdressing creams, sprays, hair tonics, hair conditioners and hair generators; electrical hair dryers (four wheel pedestal; jointed swivel arms). In addition, this firm would like to be licensed by a U.S. enterprise for any hairdressing articles or equipment fitting its production line. **File 1098R.**

• A license is offered to U.S. manufacturers by a German firm to produce a newly developed oil burner, which operates on the carburetor system, patented in Germany and several foreign countries. It can be used, according to the firm, for various types of industrial applications for processes involving heat up to 1400 centigrades. The company also claims that the burner operates at minimum fuel consumption, needs no maintenance, and that air pollution is almost non-existent. Since this oil burner has little competition in Germany, the firm feels that it has good market possibilities in the U.S. The firm is prepared to negotiate only with manufacturers. **File 1202R.**

• A German manufacturer of tower cranes, concrete mixers, block making machinery and related equipment is interested in establishing a licensing arrangement with a U.S. firm to manufacture its products in the U.S. The automatic heavy-duty concrete mixers are compact in body and designed as one axle trailer mixers equipped with pneumatic tires. Upon arrival at the working site four retractable stabilizing-jacks go into place thus ensuring stable operation. The patented arrangement of the buckets in the mixing drum is calculated to permit a most thorough mixing action and rapid discharge within a minimum of time. All functions are electrically controlled. Other equipment produced by this company is of modern design and equally well constructed. **File 1224R.**

• A manufacturer of rotary tower cranes offers to license a U.S. firm for the production of its cranes in the U.S. The firm reports that outstanding technical features of its cranes makes it possible to use this equipment for erecting all conventional building superstructures up to a maximum height of 425 ft. On its longest radius of 98 ft., the crane has a lifting power of over 3,000 lb. Some of the features of the rotary tower cranes are simple and sturdy construction, remote control, telescopic slewing mast, convenient size for road transport, and easy and quick assembling. The manufacturer has had more than 60 years experience in crane construction. **File 1229R.**

• A German construction machinery manufacturer specializing in plaster and mortar mixers and material handling equipment including small hydraulically operated shovels with some interesting features offers a license to a U.S. manufacturer to produce its machinery. It is also interested in being licensed to produce U.S. construction equipment for the German market. **File 1230R.**

• A new dietetic chocolate concentrate in bars for recovery and stimulation of energy, particularly good for sportsmen and military personnel, made of pure natural ingredients, offered for license to manufacture in the U.S. Bars are suitable for dispensing by vending machines. **File 1189R.**

• An Austrian architect is interested in establishing contact with U.S. firms in order to negotiate licensing arrangements for his patents, which involve special types of welded lattice girders. The inventor claims ease of manufacture (prefab) from cheap conventional round steel bars; low weight allowing large free spans; flexible design which, however, can be based on standardized components; high stability (stiffness) in all directions; and easy protection against corrosion. The inventor has recently filed an application with U.S. Patent Office concerning an even newer method of manufacturing lattice girders which permits a high degree of automation. Two U.S. patents have been issued to the inventor. **File 1197R.**

• A Swiss furniture manufacturer would like to contact a U.S. firm interested in concluding a licensing agreement for the production of its furniture units in the U.S. The contemporary and functional designs of the Swiss Company are in the higher price range and appeal to a very demanding customer. Its patented designs are now manufactured under license in several European countries. **File 1173R.**

Mexican petroleum, goods manufacturer wants license

A Mexican firm seeks a licensing arrangement with a U.S. manufacturer to produce petroleum equipment such as metering separators, emulsion treaters, well checkers, and l.a.c.t. units.

The firm, organized in 1963, manufactures gas transportation equipment such as tanks and platforms. Licensing Arrangements, probably on a royalty basis, can be made directly with the firm.

These products are subject to import controls by the Mexican Government imposed to protect local manufacturers and assemblers. U.S. firms seeking to enter the Mexican market may find this proposal to their liking.

Write: Benjamin Cardenas, President, Tanquemetal, S.A., Calle Nueva No. 8, Fraccionamiento Alce Blanco, Naucalpan de Juarez, Edo de Mexico.

Netherlands prescribes price rates for industrial consumption of natural gas

Prices of natural gas for industrial consumption in the Netherlands have been set at rates ranging from $0.013 to $0.08 per cubic meter.

Charges are computed according to methods currently used by Dutch utilities in billing customers for manufactured gas—a flat annual charge plus a charge per unit of fuel consumed.

For this unit charge a sliding scale downward has been set, the larger user paying the lower unit rate. Gas used as a raw material is subject to the same charges as that used for fuel.

Industrial users of less than 100,000 cubic meters of gas will pay an annual flat rate charge of $7.45, plus $0.0552 per cubic meter of gas consumed. Those using between 100,000 and 1,000,000 cubic meters per year will annually pay a flat rate charge of $1,325, plus $0.013 per cubic meter. For industrial consumers taking more than a million cubic meters, there is a flat rate charge of $2,070, plus $0.009 per cubic meter.

Some reductions given

Industrial consumers in the provinces of Groningen, Friesland, and Drenthe will receive a reduction of $0.000552 per cubic meter in view of their propinquity to the well sites and as a stimulus to greater industrial development of those provinces.

Delivery contracts will run for a 10-year period. Contract prices may be adjusted annually on the basis of an index of imported heavy fuel oil prices, which will be published annually by the Central Bureau of Statistics. The total fluctuation of these natural gas prices, however, may not exceed $0.0025 per cubic meter in either direction.

Out of consideration for possible effects on the coal industry the gas rates for electric power plants—the largest consumers of coal—will be subject to separate negotiations.

An additional formula has been devised which will result in a slight surcharge for seasonal consumers. This so-called "B formula" is as follows: surcharge = (1 minus $\frac{B}{150}$) Dutch cents (one Dutch cent = $0.00276) per cubic meter consumed, wherein B equals the quotient of the total annual consumption divided by the maximum daily consumption during the period Nov. 1 of the previous year to April 1 of the current year. Thus, if B is 150 or greater, no surcharge will be levied.

It is expected that new industrial establishments will use natural gas, but that existing industries, with relatively new power plants, will not immediately convert to it. These latter industries not only have to consider the price, but also the large investments that are required for a switch-over.

Trinidad group offers hotel investment report

The Industrial Development Corporation of Trinidad and Tobago has compiled a limited edition portfolio of hotel investment opportunities likely to prove of considerable interest to U.S. investors experienced in hotel development overseas.

The portfolio notes that, based on an exhaustive survey, specific hotel sites have been selected and all preliminary planning accomplished.

Four major hotel developments are described in detail as examples of what can be done now. The brochure contains photographs of the sites, artists' conceptions of proposed facilities and concise feasibility studies which include estimated costs and statements of income.

The supply of portfolios is strictly limited but copies are available to hotel development firms seriously considering investment in the Caribbean area.

Write: Clyde S. Namsoo, North American Director, Trinidad and Tobago Industrial Development Corp., 400 Madison Ave., New York, N.Y., 10017.

ANESTHESIA EQUIPMENT

Manufacturer specializing in production, sale, import, export of surgical equipment such as heart-lung material for cardiovascular surgery, pace-makers, oxygen tents, resuscitators, metabolism apparatus, respiration meters, various surgical instruments, seeks licensing rights with U.S. firm to manufacture anesthesia apparatus, supplies, cardiovascular equipment.

Write: Societe Gamida, 41 Blvd. du Montparnasse, Paris (6eme), France.

Honduran company to make buttons, pins, hairbrushes

A large, successful firm of importers and retailers in Honduras wants to cooperate with an experienced U.S. firm to manufacture buttons, straight pins, safety pins, hair pins and hair brushes on a joint venture basis.

The firm already has made thorough cost and marketing studies of the project and is organizing a separate company for the manufacturing operation. Initial total investment of the venture is estimated at $110,000.

An application for import concessions has been filed with the Government. Necessary machinery and materials for the proposed operation have not yet been purchased.

Write: Michel Hasbun, Industria Alamplas de Centro America, S.A., Apartado 83, Tegucigalpa, D.C., Honduras, C.A.

Chilean sawmill operation needs U.S. investment

A cooperative society in Santiago, owners of a saw mill and forest lands, wants to contact a U.S. firm to aid in renewing its activities. The forest lands and saw mill are located east of Castro in the Province of Chiloe.

The total investment proposed is approximately $2,000,000 for purchasing additional machinery and added operating expenses.

Details of the joint venture, the capital structure, returns on investment, and distribution of ownership are to be worked out on a mutually agreeable basis.

Write: Eduardo Saver E., President, Cooperativa Agricola Forestal y Maderera "COMAO" Ltda., Huerfanos 757, Oficina 711, Santiago, Chile.

Malaysian manufacturer proposes joint venture

A biochemical manufacturer in Malaysia is interested in entering into a joint venture with a U.S. firm to produce yeast, vitamins, and proteins from algae.

A three acre factory site near Ipoh and about 40 acres of land nearby for the supply of algae has been acquired.

According to the Manager, the firm has been granted "pioneer status" which allows for tax exemption of profits earned for up to five years by the Malaysian Government.

Write: Henry K.H. Mack, Managing Director, Goodmeal Manufacturing, Ltd. 3rd fl. Mercantile Bank Bldg., Ipoh, Perak, Malaysia.

Iraq to purchase drugs in substantial quantity; list of items available

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has issued a tender, No. 2/64, with a bid deadline of Dec. 15, for a substantial quantity of drugs in tablet form, some of which are listed below.

Bids should be submitted to the General Drugs & Chemicals Imports & Distribution Co., British Bank, Middle East Bldg., Third Floor, Bank St., Baghdad, indicating clearly they are in response to tender No. 2/64 of the Central Foreign Purchasing Board.

Representative items include: Acetazolamide, B.P., 400,000 tablets; aminophylline, B.P., 500,000 tablets; di-iodohydroquinoline, B.P., 750,000 tablets of 0.2 grams, and 500,000 tablets of 0.6 grams; 10 million sulfaquanadine tablets, B.P.; 1 million chlorpheniramine meleate tablets; and 10 million ferri sulphatis co. (ferrous sulfate), B.P.C. tablets.

Other medicinals include narcotic drugs such as 100,000 pethidine Hcl., 250,000 codeine phosphate tablets and 100,000 codeine comp. B.P. Other products desired include the following types of products in quantities varying from 20,000 to 5 million tablets: chlorpropamide, B.P.; prednisolone; prednisone acetate; tolbutamide, cortisone acetate; calcium laotate, B.P.; chloropromazine; reserpine; multivitamin B.P.C.; vitamins A & D, B.P.C.; and stilbestol B.P.

In addition, the Iraqi Government also wishes to purchase 30 million tablets of aspirin; 15 million tablets of A.P.C.; 10 million ipecac with opium; 15 million vitamin B complex; 20 million sulfadimidine tablets.

The drug monopoly now handling the importation of all drugs is using the printed conditions of the Central Foreign Purchasing Board until it prepares its own conditions for tenders. These documents and copies of the list of products are available on a loan basis to firms domiciled in the U.S. from the Chemical & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

New Iraqi drug firm seeks 152 assorted drug items

The General Drugs & Chemicals Imports & Distribution Co., British Bank, Middle East Bldg., Bank St., Baghdad has issued tender No. 5/64 for a list of assorted medicinal chemicals and drugs in powder, liquid, ointment, tablet or other forms. Quantities desired vary between 5 kilograms, 100 liters, 100,000 tubes, 1 million capsules, 10,000 gallons, or 15,000 kilograms, according to the type of pharmaceutical product.

Bid deadline is Dec. 22.

Drugs listed include: Acacia gum; acetic acid; aspirin; sulfuric acid; anesthetic ether; barium sulfate; calamine; 1 million capsules gelatine O.B.P.C.; 10,000 gallons liquor chloroxylenolin B.P.C.; and ichthammol, B.P.

Other products called for are: 50,000 tubes of hydrocortisone eye ointment; 100,000 tubes hydrocortisone skin ointment; 30,000 bottles hydrogen peroxide; various liniments such as aconite, belladonna and camphor; 200,000 bottles of multivitamins, various forms of sulfas; and quinidine sulfate.

Tinctures of opium, aconite, camphor, stramonium, and ipecac are wanted as are such items as talcum powder borate, zinc acetate and zinc oxide.

Copies of the tender may be obtained on a loan basis by firms domiciled in the U.S. from the Chemicals & Allied Products Division, BDSA-6260, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Two NATO projects in Italy call for construction bids on buildings, facilities

The Italian Government has announced two NATO projects, Nos. 205 and 207.

Project No. 205 calls for the construction of airbase facilities: Aircraft parking and maintenance aprons, headquarters and communications buildings, roads and aprons, improvement to water and electrical distribution systems. Expected cost of this project is 320 million lire (1000 lire = US$1.60).

Project No. 207 calls for the construction of seven structural steel buildings and internal utilities totaling 3,600 square meters. Expected cost of this project is 250 million lire.

Both of these projects have a deadline of Nov. 24 for qualification bids to be submitted by U.S. firms who are certified to participate in NATO International Competitive Bidding. Qualifications should be submitted on a specially designated form to: Ministero Difesa Aeronautica, Direzione Generale Demanio, Ufficio Studi, I Sezione, Rome.

Additional information about NATO certification, the specialized form and a copy of the Italian Government's Invitation to Bid are available from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

Summary of several articles available in limited supply

A quarterly summary of planned construction projects, contract award stories, United Nations Special Fund and significant foreign government engineering or construction tenders that have been published in INTERNATIONAL COMMERCE and the COMMERCE BUSINESS DAILY during June, July and August is available to U.S. firms from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request. The summary may also be seen at any of the 42 Department of Commerce Field Offices.

The Summary alphabetically lists country and category of project within the country and gives names and addresses of contacts as well as citation of original publication dates. Only a limited supply is available. Requests will be filled as long as the supply lasts.

Firms invited to submit proposals for Greek complete housing project

The Administrative Board of the housing cooperative, the "Nea Aiolis" of Athens, invites bids internationally for either financing the construction or for financing and the actual construction of a minimum of 500 houses.

The houses are to be built at Dionysos, near Athens, on a plot owned by the cooperative. Cost of construction only is estimated at $2.3 million. The issuing agency estimates the entire project at $3.4 million. In addition to the houses, the project includes the construction of community buildings, a water supply system, power transmission and distribution networks, soil excavation and the paving of streets.

Deadline date for eligible firms to submit proposals is Nov. 30, and the evaluation of bids will be made on the basis of the terms and conditions proposed.

The bid invitation indicates that the contractor who finances the project will have to collect from the cooperative for the community works and from each individual member for the houses.

Translated copies of the bid invitation are available on a short term loan basis to firms located in the U.S. from the Building Materials & Construction Industries Division, BDSA-6460, Department of Commerce, Rm. 4014, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Viet-Nam to build plant for glass tubes and rods

The Viet-Nam Government is requesting bids for the supply of a turn-key plant to manufacture glass tubes and rods such as pharmaceutical ampoules, fluorescent lamps and glass laboratory equipment. Capacity of the plant will be 6,000 KG of ampoules daily, and 12,000 pcs. of 40 w or 24,000 pcs. of 25 w fluorescent lamps daily.

Bid deadline is Nov. 28.

Specifications and bidding conditions are available on a short loan basis to plants located in the U.S. from the Metalworking Equipment Division, BDSA-6330, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5652.

SHAPE seeks file folders in various sizes, colors

Supreme Headquarters Allied Powers Europe has announced Invitation to Bid No. 3-65 for 26,800 Manila file folders of various sizes and colors.

Bid deadline is Nov. 30.

Bid invitations and specifications are available on a loan basis from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Variety of paper pads and notebooks sought by SHAPE

The Supreme Headquarters Allied Powers Europe has issued Invitation to Bid No. 2-65 for paper pads and stenographers' notebooks in various sizes and quantities.

Specifically, this invitation calls for the supply of 2000, 4" x 5½" unruled, white writing paper pads, glued on top with cardboard back; 4000 pads of white, ruled 5½" x 8" sheets, 100 to a pad, and 1500 pads unruled; 9000 pads, 100 ruled sheets, 8" x 10½', glued on top, and 1000 pads of white writing paper, 8' x 10½', squared on both sides.

The second lot calls for 7100 spiral wire binding, 6" x 9" stenographer's notebooks, white ruled paper with one center vertical line, and 1000 notebooks unruled with stiff covers.

Bid deadline is Nov. 23.

A copy of the Invitation to Bid including the specifications is available on loan from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

$3 million housing project planned by Greek cooperative

The "New Reserve Officers' Cooperative" of Greece has issued an international tender for the construction of a minimum of 500 houses at Ekali (near Athens) and Sousaki, Aghioi Theodoroi (near Corinth). The construction site will be on plots of land owned by the cooperative and the cost of the project is estimated at $3.3 million. The contractor will be expected to finance 70% of the value of the project.

Interested bidders must submit proposals before Dec. 15.

Copies of the specifications are available on a short term loan basis to firms located in the U.S. from the Department of Commerce, BDSA-6460, Rm. 4014, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Bids invited by Korea on steel mill products

The Office of Supply, Government of the Republic of Korea will receive bids until 14:00 hours, Nov. 24 on Invitation No. KFX-4104-N for 14 metric tons of cold-rolled sheets 26 gage to 31 gage x 3' x 6'; 41 metric tons of pig lead and 2240 steel spring washers.

A copy of the tender is available on a loan basis to firms located in the U.S. from the Iron & Steel Division, BDSA-6380, Dept. of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

Telephone cables, equipment called for in SHAPE tender

Field telephone cables and accessory equipment is called for by Invitation to Bid No. 64-16, issued by Supreme Headquarters Allied Powers Europe. The closing date of this bid is Dec. 15.

U.S. firms desiring to bid and not already in receipt of this Invitation to Bid may obtain a loan copy by writing to the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

MEXICO—Alfalfa seed; vegetable seeds. Insecticida y Fungicidas de Celaya, S.A. (wholesaler, retailer), Morelos No. 53, Celaya, Guanajuato. WTD 9/8/64.

012 Fruit, Tree Nut Farms

NORWAY—Almonds to be sold to food industry; direct purchase and/or agency. Erling og Morten Lind Jr. (manufacturer, exporter's agent), 18 Skippergt, Oslo. WTD 10/15/64.

SWEDEN—Fresh fruits and vegetables. Direct purchase and agency. Sydfruktimporten AB (importer, sales agent), Importörvägen 5-21, Johanneshov. WTD 7/21/64.

019 Miscellaneous Commercial Farms

FRANCE—Blueberry seedlings, U.S. hybrids ("Myrtilliers Hybrides Américains"). Direct purchase from specialized growers. Desires descriptive literature, quotations. Requests replies in French. LIBS (Laboratoires Industriels Pharmaceutiques), Mareuil-sur-Lay, Vendée. WTD 10/22/64.

121 Bituminous Coal

● **GREECE**—Gas and steam coal, 10,000 m.t. estimated value $200,000, for use of Athens Gas Works & General Navy Staff. Tender No. B/733/64, bid deadline Nov. 25. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2421).

200 Food

GREECE—Canned fish (tuna, salmon, squid), in 7 to 10 oz. tins; vegetables in 10 oz. tins; canned soups in 10½ oz. tins or in sachets of 4 portions; confectionary novelties; sunflower oil. Importer-wholesaler-retailer-sales agent requests replies directly from manufacturers. Direct purchase and agency. The Arabbellco Trading Co. Ltd., 33 Makriyanni St., Athens 403. WTD 3/18/64.

SWEDEN—Frozen foods, vegetables, all kinds; prepared meals; canned, preserved fruits, vegetables, sea foods, all kinds; sausages, meat products, including cured, canned, frozen varieties. Direct purchase and agency. AB S.J. Norman (importer, whole-

saler, sales agent), Styrmansgatan 5, Stockholm. WTD 7/22/64.

201 Meat Products

GREECE—Canned meat, corn beef and/or luncheon meat, in 7-oz. tins, price range low. Importer, wholesaler, retailer, commission agent requests replies from manufacturers or packers. Direct purchase and agency. The Arabhellco Trading Co. Ltd., 33 Makriyanni St., Athens 403. WTD 3/18/64.

203 Canning, Preserving Foods

FRANCE—Canned fruits; all kinds. Direct purchase and agency. La Conserve de Fruits (importer, dealer), 12 Rue Broca, Paris 5e.

SWEDEN—Canned, preserved fruits and vegetables, all kinds. Stockholms Fruktimport AB (importer, wholesaler, sales agent), Importörvägen 5-21, Johanneshov. WTD 7/22/64.

204 Grain Mill Products

GREECE—Corn, yellow. Sales agent requests replies from exporters. Albert J. Asseo (sales agent), 11 Colocotroni St., Athens 125. WTD 4/23/64.

208 Beverage Industries

FRANCE—Malt extracts—brownings for beer coloring. Direct purchase and agency. Laboratoires Métayer (manufacturer, importer, agent), 9 Rue Gambetta, Champigny (Seine). WTD 10/1/64.

209 Food Preparations

BELGIUM—Food preparations, food specialties, all kinds. S.A. des Etablissements Courtheoux (importer, wholesaler), 13 Rue de la Gare, Couvin. WTD 10/21/64.

All kinds of food preparations and food specialties, especially those containing various spices. Le Ble D'or S.A. (importer, wholesaler), 45 Ave. Paul de Merten, Brussels. WTD 10/16/64.

ECUADOR—Continuous refiner for vegetable oils, 50 ton/day capacity. Oleica, S. A., P.O. Box 3229, Guayaquil. Attn. William Fisher. WTD 6/26/63.

FRANCE—Oil cakes and other products for cattle feeding. Direct purchase and agency. Union Protéine (manufacturer), 32 Rue Pierre Brossolette, Le Havre (Seine Maritime). WTD 10/23/64.

213 Tobacco, Snuff

DAHOMEY—Leaf tobacco (preferably black); wholesaler to sell in 45 kilogram lots to retailers; requests price quotations cif Cotonou, together with blank pro forma invoice for order, before Jan. 1, 1965, if possible; requests replies in French. Unicomer, B. P. 19, Cotonou. WTD 10/30/64.

NIGERIA—Leaf tobacco; direct purchase and agency. Christopher Uba Trading Co. Ltd. (importer, wholesaler, retailer), 11 Johnson St., P.O. Box 333, Onitsha. WTD 10/22/64.

220 Textile Mill Products

NETHERLANDS—Textiles, all kinds. Direct purchase and agency. Requests replies from manufacturers only. N.V. Handelmaatschappij ABC (importer, wholesaler, exporter, agent), 20 A Rijensestraatweg, Dongen (N. Br.). WTD 10/21/64.

SWEDEN—Textile supplies and accessories of all kinds for ready-made clothing industries. Direct purchase and agency. A.F. Tönnies AB (importer, wholesaler, sales agent), Engelbrektsgatan 54, Orebro. WTD 8/13/64.

THAILAND—Dacron piece goods, printed, width 44" or 45", annual requirement 10,000 yd.; jersey piece goods for lingerie, width 60", monthly requirement 10,000 yd. Sachdev Textiles R.O.P. (importer, distributor), 95/44 Phaburat Rd., Bangkok. WTD 10/20/64.

221 Broad Woven Fabric Mills, Cotton

AUSTRIA—Stock lots and second-quality lots of denims and cotton trouserings, also rainwear material; requests replies from manufacturers; direct purchase and agency. Claus Baldass, Import-Agenturen-Export (manufacturer's representative), Esslinggasse 13, Vienna I. WTD 10/21/64.

GREECE—Cotton fabrics for men's wear such as pajamas, shirts. Requests replies from manufacturers, exporters. Haritex—Harry J. Doumas (importer, wholesaler), 1 Emm. Benaki St., Athens (132). WTD 2/25/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRIA—Printed nylon and other manmade material for sale to lingerie manufacturers; also rainwear material; requests replies from manufacturers; direct purchase and agency. Claus Baldass, Import-Agenturen-Export (manufacturer's representative), Esslinggasse 13, Vienna I. WTD 10/21/64.

225 Knitting Mills

FRANCE—Knit dresses for women, girls, teen-agers. Ets. André Bercher (manufacturer), 21 Rue St.-Fiacre, Paris 2e. WTD 10/12/64.

Knit dresses, coats, skirts for girls and women. Direct purchase and agency. Ets. Bloch Freres (manufacturer), 21 Rue St-Fiacre, Paris 2e. WTD 10/12/64.

229 Textile Goods

GREECE—Piece goods: Orlon, nylon, rayon, acetate, Dralon; elastic fabrics; laces, suede fabrics, foam rubber for production of women's under-garments and swim wear. Importer-wholesaler-sales agent-manufacturer requests replies from manufacturers only, with samples and fob or cif Piraeus price quotations. Direct purchase and/or agency. Kapsianis Bros.-"Banka," 13 Thissoes St., Athens. WTD 3/10/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Dresses, coats, suits for misses, juniors. Ets. Andre Bercher (manufacturer), 21 Rue St-Fiacre, Paris 2e. WTD 10/12/64.

Dresses, coats, suits for misses, juniors, women. Direct purchase and agency. Ets. Bloch Freres (manufacturer), 9 Place des Victoires, Paris. WTD 10/12/64.

Ready-to-wear cotton garments for girls and teen-agers. Ets. Doucet-Dodet & Fils (manufacturer), 18 Rue Gambetta, Macon (Saone & Loire). WTD 10/23/64.

234 Women's, Misses', Children's, Infants' Underwear

SWEDEN—Women's underwear; infants' clothing, under garments. Direct purchase and agency. AB Norte-Bolaget (importer, sales agent), Stockholmsvagen 61, Lidingo. WTD 7/31/64.

236 Girls', Children's, Infants' Outerwear

FRANCE—Dresses, coats, suits for babies, girls, teen-agers. Ets. Andre Bercher (manufacturer), 21 Rue St-Fiacre, Paris 2e. WTD 10/12/64.

Dresses, coats, suits, skirts for girls, teen-agers. Direct purchase and agency. Ets. Bloch Freres (manufacturer), 9 Place des Victoires, Paris. WTD 10/12/64.

239 Fabricated Textile Products

FRANCE—Bedspreads, assorted sheets, pillowcases, for babies' beds and carriages. Charles Rodrigues (commission merchant), 76 Ave. des Champs Elysees, Paris 8e. WTD 7/9/64.

SOUTH AFRICA—Printed blankets of synthetic fibers; high grade, sophisticated goods. Department store chain requests replies from manufacturers, exporters. Norman Anstey Ltd. (retailer), P.O. Box 1003, Johannesburg. WTD 10/27/64.

Used jute bags, each weighing approx. 2½ lb., with capacity for 200 lb. of corn; must be in very good condition, ready to use. Quotations cif Durban or Lourenco Marques. Impo Distributors (importer, distributor, manufacturer), P.O. Box 317, White River, Transvaal. WTD 10/21/64.

242 Sawmills, Planing Mills

GERMANY—Sawn pitch pine; Douglas fir. Quotations cif Bremen. Requests replies in German. Ed. Heckewerth Nachf. KG. (importer, wholesaler), 47-49 Bahnhofstrasse, 4904 Enger/Westf. WTD 10/12/64.

243 Millwork, Veneer Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wooden houses; all styles. Direct purchase and agency. Les Entreprises Lepage (manufacturer), 61 Rue de

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 6th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Chevilly, L'Hay-les-Roses (Seine). WTD 10/12/64.

GERMANY—Hard boards, soft boards, acoustic tiles, especially fire retardant treated acoustic tiles, plaster boards with carton-surface, Douglas plywood and all other sorts of plywood. Price quotations cif German seaport preferred. Johann Scharf (importer, wholesaler), 43 Ladestrasse (P.O. Box 4044), Bremen. WTD 10/21/64.

249 Wood Products

FRANCE—Ashtrays, for desk or home; to be sold as gift and advertising articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Ashtrays, for desk or home to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Ashtrays, for desk or home, to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Wood ashtrays, for desk or home; to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

Ashtrays, for desk or home; to be used as gift and advertising articles. Direct purchase and agency. Ets. Bocado. (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Late Leads—Information received too late to be of value is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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251 Household Furniture

FRANCE—Small ornamental furniture, to be sold as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Small ornamental furniture; to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/64.

Small ornamental furniture, to be used as gift and advertising items. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Small ornamental furniture for home decoration; to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris 10e. WTD 10/23/64.

Small ornamental furniture for home decoration, to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

262 Paper Mills, Products

FRANCE—Blotting paper, for office use. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Montmartre, Paris 9e. WTD 10/26/64.

264 Converted Paper, Paperboard Products

FRANCE—Office supplies such as paper, pads, notebooks, envelopes. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Montmartre, Paris 9e. WTD 10/26/64.

NORWAY—Paper tape for covering plaster board joints. Den Norske Gipsplatefabrikk A/S (manufacturer), Torkop pr. Drammen. WTD 10/26/64.

266 Building Paper, Board Mills

VENEZUELA—Acoustical tile, insulating board, in 12" x 12" sheets. Requests replies in Spanish. Distribuidora Franco C.A. (importer, distributor), Callejon La Ceiba 100/165, Valencia, Estado Carabobo. WTD 9/22/64.

281 Industrial Chemicals

● **EL SALVADOR**—Chlorine, liquid for water purifying 90,000 lb. per year packed in 100, 150 or 2000 lb. cylinders. Tender No. IM 36/64, bid deadline Nov. 25. Correspondence preferred in Spanish. Administracion Nacional de Acueductos y Alcontarillados (ANDA) 2a. Ave. Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-3465).

FINLAND—Chemicals used in processing of cellulose products. Requests descriptive literature, price lists. Direct purchase and agency. Oy Nitroko Ab (importer, commission agent), Annankatu 26, Helsinki. WTD 3/31/64.

GERMANY—Raw materials, chemicals used by rubber and plastics processing industries. Direct purchase or agency for West Germany and/or Western Europe. Freudenberg & Co. (importer, sales agent), 162/163 Am Wall (P.O. Box 125), 28 Bremen. WTD 9/4/64.

● **IRAQ**—Aluminum sulfate, 100 tons; chlorine, liquid, 20 drums each containing 813 kilograms, and 30 cylinders each containing 150 lb.; bleaching powder, 30 percent chlorine, 20 drums each containing 112 lb.; copper sulfate, 448 lb. Tender No. 168/64, bid deadline. Dec. 10. Iraqui Ports Administration, Basra.★ (Telephone: 202-WO 7-2008).

NETHERLANDS—Textile dyes (pigmented textile colors and disperse dyes excepted). Direct purchase and/or agency. Exclusive representation requested. K.V.K. Verkoopbureau N.V. (importer, sales agent), 156 Soerenseweg, Apeldoorn. WTD 10/22/64.

282 Synthetic Materials

SOUTH AFRICA—Silicone resins, synthetic resin adhesives, silicone synthetic rubber. Direct purchase and agency. Midas Chemicals (Pty) Ltd. (importer, manufacturer, exporter), P.O. Box 10959, Johannesburg. WTD 6/12/64.

283 Drugs

● **CEYLON**—Antibiotics as follows: Chloramphenicol, B.P., 1 million capsules of 250 mgm. each in packages or bottles of 1000 each; chloramphenicol sodium succinate equivalent to 1 gram chloramphenicol B.P. for I.M. or I.V. injection, 18,000 vials in boxes of 100 each; tetracycline hydrochloride B.P., 5,000 vials of 100 mgm. each for I.M. in boxes of 100; oxytetracycline hydrochloride syrup B.P. in 4 mls. 1400 fluid lb. in 2 oz. bottles; oxytetracycline hydrochloride I.M. injections, 4000 vials of 100 mgm. each, in boxes of 100; and tetracycline hydrochloride B.P., 600,000 capsules of 250 mgm. each in bottles of 100 capsules. Bid deadline Nov. 24. Department of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

● **IRAQ**—Eleven items of antibiotics, as listed: Penicillin G sodium salt B.P. 0.5 million I. Units, 500,000 vials in boxes of 50; fortified procaine penicillin injection B.P., 300,000 I units per vial, 5 million vials in boxes of 50 each; tetracycline phosphate capsules containing tetr. ph. equivalent 250 mg. tetracycline Hcl. B.P., 500,000 capsules in bottles of 100; chloramphenicol USP with vitamin B complex, 500,000 capsules of 250 mgm. each; chloramphenicol palmitate 125 mgm. per 4 c.c. in 60 c.c. bottles, USP, 100,000 bottles; also 20,000 vials chloramphenicol sod. succinate injection I.M., I.V., in 1 gram vials USP; and chloramphenicol eye ointment 1% in 5 gram tubes USP, 50,000 tubes. Other antibiotics desired are: Kanamycin sulfate 0.5 gm. injection USP, 20,000 vials in boxes of 20 each; novobiocin capsules, 250 mgm. capsules USP, 20,000 capsules in bottles of 100; erythromycin capsules or tablets, 250 mgm B.P., 20,000 tablets in bottles of 100; and ampicillin (penbriten) tablets or capsules, 20,000 of 250 mgm. each in bottles of 100. Tender No. 4/64, bid deadline Dec. 15. The General Drugs & Chemicals Imports & Distribution Co., Third Floor, British Bank, Middle East Bldg., Bank St., Baghdad.★ (Telephone: 202-WO 7-3394).

● Liquid paraffin B.P. for internal use in 1 kgm. tins, 10,000 kilograms in cartons of 10 tins; paraffin molle flavaum (yellow petroleum jelly), 60,000 kgm.; and paraffin molle album (white petroleum jelly), 10,000 kgm. Tender No. 3/64, bid deadline Nov. 30. General Drugs & Chemicals Imports & Distribution Co., British Bank, Middle East Bldg., Third Floor, Bank St., Baghdad.★ (Telephone: 202-WO 7-3394).

● **NEW ZEALAND**—Polio vaccine, oral, approx. 150,000 to 200,000 doses required annually of the following formulation: Virus Type I—$10^{5.7}$, Type II—$10^{4.4}$, and Type III—$10^{5.5}$. Vaccine to be trivalent and free from simian virus 40. Tender No. 29/11/280, bid deadline Nov. 24. Director General of Health, Dept. of Health, P.O. Box 5013, Wellington. Copies of the specification are available from the Office of the New Zealand Senior Trade Commissioner in the U.S., 1145-19th Street, NW., Washington, D.C. 20036. (Telephone: 202-FE 8-8820).

PAKISTAN—Pharmaceutical preparations; direct purchase and agency. Mostafa Trading Co. (importer, manufacturer, agent), 32-33 Zeenat Mansion, McLeod Rd., Karachi. WTD 11/30/62.

SWITZERLAND—Business proposals and agency wanted for veterinary preparations for small animals (cats, dogs, cage birds). Extracta A.G. (importer, manufacturer), Zurcherstrasse 204, 9014 St. Gallen. WTD 10/15/64.

287 Agricultural Chemicals

● **CONGO**—DDT, 10% dust, 10,000 kg.; DDT, 75% W.P., 160,000 kg.; DDT, 20% E.C., 100,000 ltr.; aerosol containers containing DDT/pyrethrum, 2000 cans; BHC, 12% W.P., 40,000 kg.; BHC, 20% E.C., 60,000 ltr.; coumarin rodenticide technical material for formulating, 5000 kg.; coumarin rodenticide for baits, 3000 kg.; pentachlorophenol, sodium salt, 10,000 kg. Tender No. 15/2532/64, bid deadline Dec. 12. Monsieur le Secretaire Permanent du Conseil des Adjudications du Gouvernement Central de la Republique du Congo, B. P. No. 10 G. C., Leopoldville, Kalina. Specifications in French.★ (Telephone: 202-WO 7-3910).

FRANCE—Fertilizers; other chemical products for agriculture. Direct purchase and agency. Union Proteine (manufacturer), 32 Rue Pierre Brossolette, Le Havre (Seine Maritime). WTD 10/23/64.

MEXICO—Herbicides. Insecticidas y Fungicidas de Celaya, S.A. (wholesaler, retailer), Morelos No. 53, Celaya, Guanajuato. WTD 9/8/64.

Insecticides, fungicides. Insecticidas y Fungicidas de Celaya, S.A. (wholesaler, retailer),

Morelos No. 53, Celaya, Guanajuato. WTD 9/9/64.

289 Chemical Products

FRANCE—Essential oils, synthetic products, to be used in food preparations. Direct purchase and agency. Laboratoires Metayer (manufacturer, importer, agent), 9 Rue Gambetta, Champigny (Seine). WTD 10/1/64.

Office supplies such as ink for stamp pads, sprays for cleaning typewriter keys. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Poisonniere, Paris 9e. WTD 10/26/64.

301 Tires, Tubes

BELGIUM—U.S. made rubber tires for lawn mowers and children's tricycles. A. Claeys-Flandria (manufacturer), Kortrijksesteenweg, Zwevezele. WTD 3/2/64.

306 Fabricated Rubber Products

NETHERLANDS—Rubber products, all kinds. Direct purchase and agency. Requests replies from manufacturers only. N.V. Handelmaatschappij A.B.C. (importer, wholesaler, exporter, agent), 20 A Rijensestraatweg, Dongen (N. Br.). WTD 10/21/64.

307 Plastics Products

FRANCE—Fancy plastic tableware, kitchenware, to be used as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Plastic tableware and kitchenware, modern design, good quality; to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Plastic tableware and kitchenware, modern design, to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Plastic tableware, kitchenware, to be used as gift or advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Plastic tableware, kitchenware; modern design, de luxe quality; to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

GREECE—Plastic sheeting, plain or with foam; for production of handbags, suitcases, upholstery, tablecloths. Importer-wholesaler-sales agent-manufacturer requests replies from manufacturers only, with samples and fob or cif Piraeus price quotations. Direct purchase and/or agency. Kapsianis Bros.—"Banka," 13 Thisseos St., Athens. WTD 3/10/64.

SWEDEN—Plastic films and sheetings. Direct purchase and agency. A.F. Tonnies AB (importer, wholesaler, sales agent), Engelbrektsgatan 54, Orebro. WTD 8/13/64.

311 Leather Tanning, Finishing

NETHERLANDS—Leather for outerwear and lining; all kinds. Direct purchase and agency. Requests replies from manufacturers only. N.V. Handelmaatschappij A.B.C. (importer, wholesaler, exporter, agent), 20 A Rijensestraatweg, Dongen (N.Br.) WTD 10/21/64.

SWEDEN—Leather for shoes; all types. Direct purchase and agency. A. F. Tonnies AB (importer, wholesaler, sales agent), Engelbrektsgatan 54, Orebro. WTD 8/13/64.

313 Boot, Shoe Cut Stock, Findings

SWEDEN—Boot and shoe cut stock and findings; supplies, all types, for the shoe industry. Direct purchase and agency. A. F. Tonnies AB (importer, wholesaler, sales agent), Engelbrektsgatan 54, Orebro. WTD 8/13/64.

317 Handbags, Personal Leather Goods

FRANCE—Jewelry cases, fancy patterns; to be used as gift and advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Jewelry cases, fancy patterns, to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Jewelry cases, fancy patterns; to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

Jewelry cases, fancy patterns, to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

319 Leather Goods

FRANCE—Leather desk articles, de luxe quality, to be sold as gift items. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Leather desk articles, to be sold as gift items. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Leather desk articles, to be sold as gift items. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/64.

Leather desk articles, de luxe quality, to be used as gift and advertising items. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Leather desk articles, to be sold as gift items. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

322 Glass, Glassware

FRANCE—Ornamental glass tableware, to be used as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Ornamental glass tableware, to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Ornamental glass tableware to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Ornamental glass tableware, to be used as gift or advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Ornamental glass tableware; to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

326 Pottery

BELGIUM—Lamp bases, china, earthenware, porcelain, stoneware. Cristel (importer, manufacturer), 29 Ave. Rogier, Brussels. WTD 10/21/64.

FRANCE—Household tableware, china or earthenware, decorated or plain, to be used as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Household tableware, china or earthenware, to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Household tableware, china or earthenware, decorated or plain; to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Household tableware, china or earthenware, decorated or plain, to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

Household tableware, china or earthenware, decorated or plain, to be used as gift or advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

327 Concrete, Gypsum, Plaster Products

NORWAY—Cement or other material for filling joints between plaster board walls and ceilings. Den Norske Gipsplatefabrikk A/S (manufacturer), Torkop pr. Drammen. WTD 10/26/64.

330 Primary Metal Industries

NEW ZEALAND—Steel and nonferrous metals. Hawkes Bay Steel Co. Ltd., P.O. Box 277, Napier. Attn: Mr. J. Haulker, Commercial Executive. WTD 6/18/64.

331 Steel Mill Products

● **BURMA**—Mild steel plates: 696 tons 8′ x 4′ x 1/8″ to 1/2″; 96 tons 12′ x 4′ x 1/4″ to 1/2″. Tender No. 16/CS/64-65/TRAD, bid deadline Dec. 4. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Mild steel flats: 1205 tons, range 3/4″ to 3″ x 3/16″ to 1/2″. Tender No. 15/CS/64-65/TRAD, bid deadline Dec. 4. The Secretary (1), People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2363).

● Welded wire fabric: 500 rolls B.R.C. No. 7, 3 SWG x 8 SWG x 180′ x 7′; 500 rolls B.R.C. No. 8, 4 SWG x 9 SWG x 180′ x 7′; 125 rolls B.R.C. No. 10, 6 SWG x 10 SWG x 240′ x 7′; all to BSS 1221A or equivalent. Tender No. 17/CS/64-65/TRAD, bid deadline Dec. 4. The Secretary (1), People's Stores Corp., Construction Stores Div., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Mild steel angles to BSS 15-1948 or equivalent: 320 tons, size range, 2 1/2″x2″x1/4″ to 4″ x3″x3/8″. Tender No. 18/CS/64-65/TRAD, bid deadline Dec. 4. The Secretary (1), People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● Wire rope for elevators: 41,150 ft., 3/16″ to 5/8″ dia., 6x19 construction; 3,500 ft., 1/4″ dia., 8x19 construction. Tender No. 20/EL (G) 64-65, bid deadline Dec. 7. The Secretary (4), People's Stores Corp., Electrical Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone : 202-WO 7-2363).

FRANCE—Office staples. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Poissonniere, Paris 9e. WTD 10/26/64.

GERMANY—Steel metal sheets for electrical purposes. May & Christe GmbH (manufacturer, exporter), 11-12 Zimmermuehlenweg, 637 Oberursel/Ts. WTD 6/15/64.

PAKISTAN—Corrugated and plain galvanized iron sheets; mild steel black sheets; mild steel plates; pig iron. Requests replies from manufacturers or their sole distributors. Binning & Co. (Pakistan) Ltd. (importer, ex-

porter, wholesaler, retailer, agent), 22 K.C. Dey Rd., Chittagong, East. WTD 2/19/64.

UNITED REPUBLIC OF TANGANYIKA & ZANZIBAR—Building materials: mild steel plates, sheets, rounds, angles, galvanized tubing, joists, flats, wire: cif quotations preferred. Commercial Manager (exporter, importer), Co-operative Supply Association of Tanganyika Ltd. (COSATA), P.O. Box 9211, Dar es Salaam. WTD 5/26/64.

332 Iron, Steel Foundries

GERMANY—Alu-bronze scrap, uniform; prices should be quoted in cents per lb., cif Rotterdam. Horst Sahmel, Metall-Grosshandel (importer, wholesaler, exporter), 44 Grabenstrasse, 4019 Monheim/Rhld. WTD 10/15/64.

333 Primary Smelting, Refining of Nonferrous Metals

GERMANY—10,000 to 15,000 lb. monel scrap without casting, only from following: sheet cuttings or uniform rod ends, tubes, screws, nuts, bolts, coarse wire scrap. Samples must be submitted; prices should be quoted in cents per lb., cif Rotterdam. Horst Sahmel, Metall-Grosshandel (importer, wholesaler, exporter), 44 Grabenstrasse, 4019 Monheim/Rhld. WTD 10/15/64.

20,000 to 30,000 lb. cupro-nickel tubes 70 Cu 30 Ni or 80 Cu 20 Ni, uniform; special brass condenser tubes, uniform, 76 Cu, 22 Zn, 2 Al; direct purchase. Prices should be quoted in cents per lb., cif Rotterdam. Horst Sahmel (importer, wholesaler, exporter), Metall-Grosshandel, 44 Grabenstrasse, 4019 Monheim/Rhld. WTD 10/15/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Supply of copper tubing, ¼" outer diameter (2,130 ft.) Tender No. 4/CS/64-65/DEF, bid deadline Dec. 11. The Secretary 1, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2162).

● Supply of tough rubber sheathed house service cables of various specifications (997,500 yd.) Tender No. 21/EL(P)64/65, bid deadline Dec. 7. Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2162).

● Supply of flexible cord insulated with vulcanized rubber 23/0076 dia. 250 V (180,000 yd.), flexible wire twin twisted P.V.C. 23/0076 dia. 250 V (550,000 yd.). Tender No. 20/EL(P)64-65, bid deadline Dec. 11. Secretary (4), People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2162).

Supply of oil based enamelled winding wire, high conductivity annealed copper of various sizes (41,900 lb.), double cotton cover wiring wire, high conductivity annealed copper of various sizes (18,000 lb.), nickel chrominum alloyed heating element wire 80 Nicr. (700 lb.). Tender No. 23/EL (P) 64/65, bid deadline Dec. 15. Secretary (4) People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2162).

● **COSTA RICA**—Supply of bare copper electric transmission wire of various numbers and AWG (1,510 lb.). Tender No. 1130, bid deadline Dec. 4. Hugo Castro B., Jefe Proveeduria, Instituto Costarricense de Electricidad (I.C.E.), Aptdo. XXXII, San Jose.★ (Telephone: 202-WO 7-2162).

GERMANY—Copper varnished wire, esterified. May & Christe GmbH (manufacturer, exporter), 11-12 Zimmermuehlenweg, 637 Oberursel/Ts. WTD 6/15/64.

● **GREECE**—Supply of 6.6 kv 3 core cable type NYFGBY 3x70 mm², consisting of 19 copper strands per phase (328 yd.), 22 kv 3 core cable type NHEKBA 185 sq. mm. paper insulated (21.7 mi.), dividing boxes single pole and outdoor type for 20 kv 3 core cable (180 units), straight joint boxes for 20 kv 3 core cable (900 units), straight joint boxes for 22 kv 3 core cable (100 units), single pole boxes end dividing outdoor type for 22 kv cable (70 units). Tender No. PAP/1653,1665, 1683, bid deadline Nov. 28. Public Power Corp. (PPC), Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens.★ (Telephone: 202-WO 7-2162).

● **IRAQ**—Supply of 3 core paper-insulated, lead-covered, double steel tape armoured and compounded served overall underground cable (7,658 yd.), submarine cable 0.04 sq. in. (2,188 yd.), straight-through lead sleeves type U/G cable joint boxes (35 Nos.), 11 kv trifurcating outdoor terminal boxes (70 Nos.), MYY cable manufacturer in accordance with VDE 0271 or equivalent (21,880 yd.), single core VIR cable 600 v. grade to C.M.A. standard (21,880 yd.). Tender No. 41, bid deadline Dec. 1. Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-2162).

● P.V.C. insulated and P.V.C. sheathed cable, twin core flat to B.S.S. 2004/61 with tinned copper conductors for 250/440 v. of various conductor sizes (360,000 yd.). Tender No. 42, bid deadline Dec. 8. Directorate General of Municipal Affairs, Ministry of Municipal & Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-2162).

● Supply of 2 core cable 2x35 sq. mm (1,641 yd.), 2x15 mm. (2,735 yd.), 2x5 sq. mm. (5,470 yd.). Tender No. 160/64, bid deadline Dec. 3. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2162).

● Supply of lighting cable high grade P.V.C. insulated of various specifications (2,200 spools), double or twin lighting cable, conductors of stranded plain copperwire high grade P.V.C. (70,000 ft.), plain copper wire; insulated coated for automotive armature winding (3,850 lb.), electric tyre gaiter vulcanizer operated 220/110 v. A.C. (5 Nos.), electric armature winding machines (2 Nos.), hydrometer of toughtened glass, rubber bulb hexagonal scale reading 1.100-1.350 (50 Nos.), heavy duty rotary air compressor 90° F.M. max pressure 125 P.S.I. (2 Nos.), compressory rotary type tank mounted (3 Nos.). Tender No. EME/26/1964, bid deadline Dec. 27. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2162).

● Supply of both high and low tension paper insulated cable of various specifications (56,340 yds.); cable accessories. Tender No. 15/64, bid deadline Dec. 7. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2162).

● **URUGUAY**—Supply of lead telephone cable, plastic covered, telephone equipment for Montevideo network. Tender No. 5581/64, bid deadline Dec. 24. Administracion General de las Usinas Electricas y los Telefonos del Estado, Seccion Licitaciones, Palacio de la Luz, Montevideo.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

FRANCE—Hardware products for bathroom equipment. Direct purchase and agency. Les Entreprises Lepage (manufacturer), 61 Rue de Chevilly, l'Hay-les-Roses (Seine). WTD 10/12/64.

GERMANY—Metal and plastic hardware for yachts. Direct purchase and/or agency. Requests quotations cif Rotterdam, Hamburg or Bremen. Steinwascher & Co. (importer, wholesaler), Katharinenstrasse, 52 Sieburg. WTD 10/7/64.

GREECE—Locks and fittings for luggage and handbags. Importer-wholesaler-sales agent-manufacturer requests replies from manufacturers only, with samples and fob and cif Piraeus price quotations. Direct purchase and/or agency. Kapsianis Bros.-"Banka", 13 Thisseos St., Athens. WTD 3/10/64.

NIGERIA—General hardware supplies, especially hand-tools, enamelware, housewares and household appliances, flashlights and batteries. Inexpensive, simple, durable items; direct purchase and agency. Christopher Uba Trading Co. Ltd. (importer, wholesaler, retailer), 11 Johnson St., P.O. Box 333, Onitsha, WTD 10/22/64.

VENEZUELA—Hand tools, accessories; builders' and cabinet hardware. Requests replies in Spanish. N. Hollando y Louza, "Ferrimport" (importers, distributors), Aptdo. 7693, Nueva Granda, Calle El Carmen, Edificio Frazzani, Prado de Maria, Caracas. WTD 9/12/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—4-burner gas ranges for domestic use, gas-fired space heaters and stoves, gas-fired water heaters and gas-fired hot water boilers and tanks for central heating (residential use). Subject equipment must be suitable for natural, coal and fluid gasses. Direct purchase and/or agency. Exclusive representation requested. Kayser-Nederland (importer, sales agent), 16 Predikheerenstraat, Utrecht. WTD 10/16/64.

PAKISTAN—Heaters, heating equipment for industrial use; direct purchase and/or agency; requests replies from manufacturers. Thermocontrols (importer, manufacturer's agent), 57/C Tariq Rd., P.E.C.H.S., Karachi. WTD 11/13/62.

SWEDEN—Oil burners, parts, attachments. AB Pegasus (importer, retailer, exporter, wholesaler, sales agent), Kammakargatan 41-43, Stockholm. WTD 7/24/64.

344 Fabricated Structural Metal Products

FRANCE—Prefabricated metal houses, all styles. Direct purchase and agency. Les Entreprises Lepage) manufacturer), 61 Rue de Chevilly, L'Hay-les-Roses (Seine). WTD 10/12/64.

● **GREECE**—Total 870 units double circuit heavy towers; 735 with grillage foundations, units in 3 types—A2, B2 and C2, balance towers complete with concrete foundations, units of types A2 through F2. Total 330 short tons body and leg extensions and 250 units anti-climbing guards. Tender No. DMPM-265, bid deadline Dec. 23. Estimated value $1 million. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens, Greece. Cable: DEH Athens, Telex: 430.★ (Telephone: 202-WO 7-3601).

HONG KONG—Old railroad rails to be used as raw material for rolling mill. The Shiu Wing Co., Ltd. (rollingmill), Rm. 86 Jardine House, 20 Pedder St., Hong Kong. WTD 10/16/64.

● **IRAQ**—38,000 empty propane gas cylinders of approx. 11 kg. capacity (13 kg. of Butane); 4,500 propane gas cylinders of 2 kg. capacity. Tender No. 484, bid deadline Nov. 20. Terms

and specifications available from Gas Distribution Administration, Baghdad, against payment of $2.80 per copy plus $1 air mail postage. Bidding documents may be reviewed in Containers & Packaging Division, BDSA, Rm. 4015, Department of Commerce, Washington, D.C. 20230.

PAKISTAN—Fabricated mild steel structurals; requests replies from manufacturers or their sole distributors. Binning & Co. (Pakistan) Ltd. (importer, exporter, wholesaler, retailer, agent), 22 D.C. Dey Rd., Chittagong, East. WTD 2/19/64.

345 Screw Machine Products

VENEZUELA—Bolts, nuts, screws, rivets, washers, other industrial fasteners. Requests replies in Spanish. N. Hollando y Louza (importers, distributors), "Ferrimport," Aptdo. 7693, Nueva Granada. Calle El Carmen, Edificio Frazzani, Prado de Maria, Caracas. WTD 9/17/64.

346 Metal Stampings

SWEDEN—Cooking utensils, all types. AB Moderna Kök (importer, wholesaler, manufacturer, exporter), Tengdahlsgatan 26-30, Stockholm. WTD 7/22/64.

SWITZERLAND—Household and/or kitchen utensils. Hans Katzenstein (manufacturers' representative), 60 Buchzelgstrasse, P.O. Box 160, Zurich 53. WTD 3/5/64.

348 Fabricated Wire Products

FRANCE—Paper clips, for office use. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Montmartre, Paris 9e. WTD 10/26/64.

HONDURAS—Wire for manufacturing straight and safety pins. Sr. don Michel Hasbun, Industria Alamplas de Centro America, S.A. (manufacturer), Aptdo. Postal 83, Tegucigalpa, D.C. WTD 10/26/64.

351 Engines, Turbines

CHILE—Marine motors, internal combustion. Amadeo Leon R. (importer), Rengo 1336, Casilla 1016, Concepcion. WTD 10/16/64.

PAKISTAN—Marine diesel engine; requests replies from manufacturers or their sole distributors. Fakhri & Sons, Fakhri Manzil (importer, wholesaler, agent), Jubilee Rd., Chittagong, East. WTD 2/20/64.

352 Farm Machinery

FRANCE—Windmills, water-pumping and power, for use on farms and agricultural properties; medium-duty equipment preferred. Direct purchase and agency for southwest France. Requests replies in Spanish. Salvador Juan (sales agent), 3 Rue Porte-Basse, Bordeaux, Gironde. WTD 10/28/64.

SWEDEN—Tractors; motor tillers, garden type; lawn mowers; wood-sawing machines. Naveqvarns Maskiner AB (importer, exporter, manufacturer, sales agent), Navekvarn. WTD 7/29/64.

353 Construction, Mining, Materials Handling Equipment

● **ARGENTINA**—Oilwell drilling rigs with capacity of 4,000 to 5,000 meters, accessories. Tender No. 908/1964, bid deadline Dec. 2. Documents available from Argentine State Petroleum Entity (Purchasing Office), Rm. 2756, Rockefeller Center, 1271 Avenue of the Americas, New York upon payment of 1,000 Argentine pesos.

FRANCE—Pneumatic equipment for handling "in bulk" goods. Direct purchase and agency. Les Entreprises Lepage (manufacturer), 61 Rue de Chevilly, l'Hay-les-Roses (Seine). WTD 10/12/64.

● **INDIA**—Global tenders for one 25-ton capacity carrier mounted crane-dragline (¾ cu. yd.) combination excavator equipped with diesel engines in both carrier and upper works. Spare parts requirement for 2 year normal operation to be quoted separately. Tender No. 804/BEAS/PR/5/337/A-1631, bid deadline Dec. 29. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Tender documents and brief tender specifications available free of charge from India Supply Mission (Ref: D/ENQ/1364), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● **SOUTH AFRICA**—Overhead traveling crane, CAB operated, main load 25 tons, auxiliary, 5 tons. Bid deadline Nov. 30. Johnson & Phillips South Africa (PTY) Ltd., P.O. Box 552, Germiston, Transvaal.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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354 Metalworking Machinery

● **MALAYA**—18″ S.S. and S.C. center lathe, 8″ S.S. and S.C. center lathe, universal milling machine, 24″ shaping machines, 4′6″ radial drill, hacksawing machine, bolt and pipe screwing machines, pedestal type grinding machines, pillar type drilling machine, universal tool grinding machine, universal woodworking machine. Tender No. 1388/1411, bid deadline Dec. 1. Central Electricity Board of the Federation of Malaya, Prai Power Station project. Specifications and bidding conditions available from Messrs. Preece, Cardew, and Rider, 8, 10 & 12 Queen Anne's Gate, Westminster, London, S.W.1. upon payment of two Guineas (U.S.$5.88).

MALAYSIA—Complete set of equipment for manufacturing ball valves; requests replies from exporters with price quotation cif Port Swettenham, Malaysia, and technical information including most efficient plant layout. Raymond Wong Associates (engineers), 909 Lee Wah Bank Bldg., Kuala Lumpur. WTD 12/23/63.

NETHERLANDS—Acetylene and propane welding and cutting torches in kits. Direct purchase and/or agency. Exclusive representation for manufacturers only. Kayser-Nederland (importer, sales agent), 16 Prediksheerenstraat, Utrecht. WTD 10/16/64.

PAKISTAN—Machine tools, all kinds; acetylene gas welding apparatus. Requests replies from manufacturers or their sole distributors. Fakhri & Sons. Fakhri Manzil (importer, wholesaler, agent), Jubilee Rd. Chittagong, East. WTD 2/20/64.

SOUTH AFRICA—Used dies, sizes 5/16″, 3/8″, 5/8″ and ¾″; for manufacturnig refrigeration components such as direct expansion coils, blower coils, air cooled condensors. Refrigeration Agencies (Pty.) Ltd. (manufacturer), P.O. Box 4158, Cape Town. WTD 2/25/64.

● **SUDAN**—Hand operated folding and angle bending machine to fold 48″ wide and 16 gage tin, zinc and iron plates. Tender No. 3128, bid deadline Nov. 26. Motor driven pipe screwing and threading machine for making threads on ¾″ to 4″ pipes B.S.P., ½″ to 2″ bolts B.S.W. and ½″ to 2″ conduits. Tender No. 3127, bid deadline Nov. 30. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, S.W.1, England.★ (Telephone: 202-WO 7-5652).

● **TURKEY**—Complete set of plant equipment to manufacture screw bolts, bolts, washers and fishplates, saddle plates, rail clamps and rail bracers. Detailed specifications of products set forth in tender documents. Bid deadline Dec. 1. TCDD Isletmesi, Merkez Alim ve Satim, Komisyonu Baskanligi, Ankara.★ (Telephone: 202-WO 7-5652).

355 Special Industry Machinery

ECUADOR—Sharpener for gang of 176 delintering saws. Oleica, S. A. (processor) P.O. Box 3229, Guayaquil. Attn. William Fisher. WTD 6/26/63.

GERMANY—All sorts of packing machines; agency representation for the Federal Republic of Germany or direct import; price quotation cif Bremen or Hamburg. Diplomingenieur U.W. Beier K.G. (sales agent), 3 Am Wolfspfad, 6232 Neuenhain/Ts. WTD 5/27/63.

HONDURAS—Machinery for manufacturing buttons, straight pins, safety pins, hair brushes. Sr. don Michel Hasbun, Industria Alamplas de Centro America, S.A. (manufacturer), Aptdo. Postal 83, Tegucigalpa, D.C. WTD 10/26/64.

Machinery for utilizating shoe leather scraps for manufacturing inner soles, other pieces. Sr. don Gabriel S. Bader, Almacén de Calzado "Bader" (manufacturer), Aptdo. Postal 629, Tegucigalpa, D.C. WTD 5/19/64.

MALAYSIA—Complete set of hot pressing of non-ferrous products, for manufacturing bib cocks, pillar cocks, stop cocks; requests replies from exporters with price quotation cif Port Swettenham, Malaysia, and technical information including most efficient plant layout. Raymond Wong & Associates (engineers), 909 Lee Wah Bank Bldg., Kuala Lumpur. WTD 12/23/63.

SWEDEN—New special machinery for paper, pulp, water-purifying industries. Direct purchase and agency. Leje & Thurne AB (importer, exporter, manufacturer, sales agent), Nybrokajen 7, Stockholm 16. WTD 7/22/64.

Offset and letter-press printing machines; parts and supplies. Direct purchase and agency. AB Tedeco (importer, retailer, wholesaler, sales agent), P.O. Box 16175, Stockholm 16. WTD 8/10/64.

● **SUDAN**—One moulding machine with vertical spindle, hand feed type, complete with tenoning attachment. Tender No. 3130 bid deadline Nov. 23. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Packaging machinery for butter and cheese. Direct purchase and agency. Casa del Lechero S.A. Aptdo. 6489, Edificio Roseta, Ave. Universitaria, Los Chaguaramos, Caracas. WTD 9/9/64.

356 General Industrial Machinery

GERMANY—Water pumps and fittings for public utility installations and machine manufacturers. Direct purchase and agency. Requests replies from manufacturers only; quotations cif Hamburg or Bremen. Alexander Supan (manufacturers' agent), 8 von-Manger-Strasse, 44 Muenster/W. WTD 10/9/64.

PAKISTAN—Ventilating equipment, all kinds; requests replies from manufacturers;

Direct purchase and/or agency. Thermocontrols (importer, manufacturers' agent), 57/C Tariq Rd., P.E.C.H.S., Karachi. WTD 11/13/62.

SOUTH AFRICA—Self propelling centrifugal pumps in range of 2" to 12". Direct purchase and agency. Atalanta Mining & Engineering Supplies (Pty.) Ltd. (importer, wholesaler, retailer, manufacturer), P.O. Box 10619, Johannesburg. WTD 6/15/64.

● **SUDAN**—Brass melting furnace, crucible type, cake or oil fired, 200 lb. capacity. Tender No. 3126, bid deadline Nov. 30. Electric hardening, tempering, annealing, and cyaniding furnace; max. temperature 920°C; 3C Kws.; working dimensions 12" dia. x 14" depth. Tender No. 3129, bid deadline Dec. 7. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London. S.W.1., England.★ (Telephone: 202-WO 7-5652).

357 Office, Computing, Accounting Machines

● **CEYLON**—Supply of weighing machines: Portable platform, 10 cwts., 36 units; portable platform, 20 cwts., 22 units; platform, 10 cwts., 1 unit; platform, 20 cwts., 23 units; platform, 5 cwts., 1 unit; heavy duty dormant or portable platform, 40 cwts., 19 units; also self-contained weighbridges, 25 tons, 16 units. Bid deadline Jan. 20, 1965. Ceylon Government Railway, Colombo. Copies of tender terms and specifications from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C.

FRANCE—Scotch tape dispensers, golden metal or leather covered, deluxe articles for desk; to be used as gift or advertising items. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Office supplies, such as stapling machines, scales. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Poissonniere, Paris 9e. WTD 10/26/64.

Scotch tape dispensers, golden metal or leather covered, for desks, to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Scotch tape dispensers, golden metal or leather covered, for desk; to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Scotch tape dispensers, golden metal or leather covered, de luxe articles for desk; to be sold as gift items. A Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Scotch tape dispensers, golden metal or leather covered, for desks; to be sold as gift articles. Direct purchase and agency. Trefort & Cie (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

GERMANY—Hand-operated embossing tools to print letters and figures on self-adhesive plastic tapes. Requests prices. cif Hamburg. Hanseatic-Export-Compagnie mbH. Fricke & Lanker (importer, wholesaler), Alter Wandrahm 8, Hamburg 11. WTD 10/26/64.

358 Service Industry Machines

FRANCE—Ice cube making machines, including coin operated types; flake ice makers. Direct purchase and agency. Societe Electronique et Mecanique (importer, dealer, commission merchant), 175 bis Ave. Jean Jaures, Boulogne-Billancourt (Seine). WTD 10/9/64.

Air conditioners, small and transportable household types. Direct purchase and agency. S.D.G. (manufacturer), 7 Rue des Haras, Bures-sur-Yvette (Seine & Oise). WTD 6/3/64.

Self-service laundry equipment: washing, dry-cleaning, pressing, ironing, drying machines—coin operated. Direct purchase and agency. Societe Lavermat (importer, dealer), 58 Rue de Clignancourt, Paris 18e. WTD 10/27/64.

GERMANY—Units for fine-bubble aeration with ceramic filter stones for water works; neutralizing and detoxication equipment for industrial sewage water. Direct purchase and agency. Requests replies from manufacturers only. Quotations cif Hamburg or Bremen. Alexander Supan (manufacturers' agent), 8 von-Manger-Strasse, 44 Muenster/W. WTD 10/9/64.

PAKISTAN—Air conditioning equipment, air conditioners; requests replies from manufacturers; direct purchase and agency. Thermocontrols (importer, manufacturers' agent), 57/C Tariq Rd., P.E.C.H.S. Karachi. WTD 11/13/62.

Refrigeration machinery and equipment; direct purchase and agency; requests replies from manufacturers. Thermocontrols (importer, manufacturers' agent), 57/C Tariq Rd., P.E.C.H.S., Karachi. WTD 11/13/62.

● **SUDAN**—Two portable diesel air compressors, capacity not less than 110 C.F.M. Tender No. 3124, bid deadline Nov. 30. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.I.★ (Telephone: 202-WO 7-5589).

SWITZERLAND—Gas and compressed air dehumidifying equipment. Ingenieurbureau Willi Vogtlin A.G. (distributor), Schutzengraben 38, 4000 Basel 3. WTD 7/24/64.

359 Machinery

MALAYSIA—Complete set of hydraulic testing machine for cast iron pipe fittings, capable of testing pipe fittings from 3" to 15" diameter. Requests replies from exporters with price quotations cif Port Swettenham, Malaysia, and technical information including most efficient plant layout. Raymond Wong & Associates (engineer), 909 Lee Wah Bank Bldg., Kuala Lumpur. WTD 12/23/63.

361 Electric Transmission, Distribution Equipment

● **ETHIOPIA**—Supply of two 45 kv, 200 amp., 400 mva, circuit breakers with related relays and potential transformers for both the Koka and Akaki substations. Also supply of two 15 kv, 400 amp. 350 mva circuit breakers and related equipment for both the Mojo and Nazareth substations. Tender No. 825/57, bid deadline Dec. 15. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa. A copy of specification is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

FRANCE—Electronic measuring apparatus. Societe Francaise Bruel & Kjaer (importer, dealer, agent), 172 Rue de Courcelles, Paris 17e. WTD 10/2/64.

Meters; other electrical, electronic measuring instruments, including hardness gages. Societe Blet (importer, dealer), 132 Rue du Faubourg Saint-Denis, Paris 10e. WTD 5/24/63.

● **NEW ZEALAND**—Supply of five 61,111 kva, three phase, 11/220 kv transformers or alternatively thirteen 20,370 kva, single phase 11/127 kv, 50 cycle outdoor type transformers. Control No. 450, bid deadline Feb. 16, 1965. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

SWEDEN—Electrical measuring and test instruments. Direct purchase and agency. Instrument AB Metron (importer, wholesaler, manufacturer, sales agent, exporter), Tulegaran 17, Stockholm VA. WTD 6/29/64.

Electronic measuring instruments and components, all kinds. Direct purchase and agency. Firma Johan Lagercrantz (importer, sales agent), Gardsvagen 10B, Solna. WTD 7/21/64.

362 Electrical Industrial Apparatus

FRANCE—Electrical and electronic controls. Societe Blet (importer, dealer), 132 Rue du Faubourg Saint-Denis, Paris 10e. WTD 5/24/63.

NETHERLANDS—Welding accessories such as electrode holders, cable connectors, clamps (also for earthing connections), welding goggles, masks, screens, cable and hose (for gas, oxygen), welding rectifiers and transformers, welding torches, other small welding tools. Direct purchase and/or agency. Exclusive representation for manufacturers only. Literature and price lists requested. Technisch Bureau van Laar & Zn. (importer, sales agent), 55 Op Den Berg, Ede. WTD 10/22/64.

363 Household Appliances

FRANCE—Body vibrators, electric. Direct purchase and agency. Les Entreprises Lepage (manufacturer), 61 Rue de Chevilly, l'Hay-les-Roses (Seine). WTD 10/12/64.

Electric steam iron adaptable to ironing tables for industrial uses. Societe CEVIN—Comptoir d'Entreprise & de Vulgarisation des Inventions Nouvelles (manufacturer, dealer), 4 Rue de Villiers, Levallois-Perret (Seine). WTD 12/13/63.

Industrial grinders for grinding of garbage in hospitals, restaurants. Direct purchase and agency. Societe Electronique & Mecanique (importer, dealer, commercial merchant), 175 bis Rue Jean Jaures, Boulogne-Billancourt (Seine). WTD 10/9/64.

● **IRAQ**—Supply of 150 electric table fans, 210/240 V. AC, with 90° oscillation. Tender No. 158/64, bid deadline Nov. 26. Iraqi Ports Administration, Basrah.★ (Telephone: 202-WO 7-5345).

SWEDEN—Household articles, various types, including small cooking appliances. AB Moderna Kok (importer, wholesaler, manufacturer, exporter), Tengdahlsgatan 26-30, Stockholm. WTD 7/22/64.

364 Electric Lighting, Wiring Equipment

FRANCE—Small lamps, for home; to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Lamps, floor or table, for home; de luxe type; to be sold as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Small lamps for home; to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/64.

Lamps, floor or table, for home; de luxe type; to be sold as gift or advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Fluorescent tubes, starters, ballasts, other fluorescent equipment. Ets. Facon (importer, wholesaler), 121/125 Rue du Marche, Lille (Nord). WTD 7/20/64.

Small lamps for home; to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

● **IRAQ**—Supply of 3,976 assorted types of incandescent and fluorescent lighting fixtures. Bid deadline Dec. 5. Terms and specifications may be obtained from the Directorate General of Buildings, Ministry of Works & Housing, Baghdad upon payment of $28 per copy, plus $1.30 airmail postage. A copy of the specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● Supply of 1,000 fluorescent lighting fixtures complete with ballasts. Fixtures are to be suitable for one 5 ft., 80 watt fluorescent lamp. Supply of 1,000 louvered type fluorescent fixtures with laminated glass side panels. Fixtures are to be suitable for two 5 ft. 80 watt lamps. Also 3,000-80 watt, 5 ft. Bi-Pin, fluorescent type lamps for operation with 220/230 v., 50 cycle, a.c. supply Tender No. 165/64, bid deadline Dec. 3. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-4242).

● Supply of 40,000 B.C. electric lamps of assorted colors, 10 watts, 230 v., 50 cycles, AC supply. Tender No. 159/64, bid deadline Nov. 26. Iraqi Ports Administration, Basrah, Iraq.★ (Telephone: 202-WO 7-5345).

● Supply of 450 tubular or swaged steel electric poles. Tender No. 157/64, bid deadline Dec. 3. Iraqi Ports Administration, Basrah.★ (Telephone: 202-WO 7-3601).

365 Radio, Television Receiving Sets

CHILE—Television and radio communication equipment, electronic equipment for hospitals, public offices; direct purchase and agency. Sociedad Agricola y Comercial Antivero Ltda. (importer, retailer, wholesaler), Huerfanos 1078, Casilla 2497, Santiago. WTD 10/22/64.

SWEDEN—Coin-operated phonographs. Direct purchase and agency. Firma Lars Thoren (importer), Erstagatan 29, Stockholm So. WTD 7/23/64.

366 Communication Equipment

CHILE—Echo sounders; radio telephone. Alberto Carcamo C. (ship owner), Nuble 183, Puerto Montt. WTD 10/15/64.

GERMANY—Marine distress signal kits for lifeboats; orange color hand signal flares; signal torches, red, white, green, blue; daylight smoke signals, related distress signal items. Kurt Brinkama (importer), Schauenburger Strasse 50, Hamburg. WTD 10/9/64.

GREECE—Equipment for exchange lines, telephone coin boxes, fee indicators, power plant machinery, subsets. Manufacturers' representative requests replies directly from manufacturers wishing to participate in bids issued by Hellenic Telecommunications Organization. N. G. Sylligardakis (manufacturers' agent), 5 Sofocleous St., (P.O. Box 573) Athens. WTD 12/14/62.

● Supply of portable and fixed fascimile equipment for use on 2-wire and 4-wire high frequency and ultra-high frequency international circuits. Tender No. 6373, bid deadline Dec. 8 Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **IRAN**—Supply of 50 magnetic field telephone sets and 300 video cutting tapes. Tender No. 552.292,94,43/115, bid deadline Jan. 6, 1965. Tender documents and specifications from the Purchasing Dept. of the Iranian State Railways, Tehran.

SWEDEN—Radio equipment, especially for police purposes. Direct purchase and agency. Firma Johan Lagercrantz (importer, sales agent), Gardsvagen 10 B, Solna. WTD 7/21/64.

367 Electronic Components, Accessories

FRANCE—Professional electronic components. Direct purchase and agency. SODICEL—Societe de Diffusion des Composants Electroniques (importer, dealer, agent), 12 Rue Chabanais, Paris 2e. WTD 10/12/64.

Electronic and pneumatic regulators. CORECI—Cie de Regulation & de Controle Industriel (manufacturer), 4 Rue Desparmet, Lyon (Rhone). WTD 10/22/64.

SWEDEN—Electronic components, precision potentiometers, precision instruments. Direct purchase and agency. AB Nordqvist & Berg (importer, retailer, manufacturer, sales agent, exporter), Snoilskyvagen 8, Stockholm. WTD 8/10/64.

Electronic components for military and civilian purposes, all kinds. Direct purchase and agency. Bo Palmblad AB (importer, wholesaler, sales agent), Hornsgatan 58, Stockholm SV. WTD 7/30/64.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Electrocardiograph apparatus. Ets. G. Duquesne (importer, dealer), 61 Rue du Fosse-des-Tanneurs, Strasbourg (Bas-Rhin). WTD 10/9/64.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Automobile parts; direct purchase and agency. Importadora Nebraska S.A.C. (importer, wholesaler), Nueva York 52, Casilla 835, Santiago. WTD 10/26/64.

Automobile parts. Enrique Tornero M. (importer, wholesaler), Nataniel 943, Casilla 5134, Santiago. WTD 10/20/64.

Spare parts for Ford-A 1928/1932 also Ford 60 hp. 1937/1940 automobiles; Schumacher & Cia. Ltda. (importer, wholesaler), Marcel Duhaut 2888, Casilla 9677, Santiago. WTD 10/16/64.

GERMANY—Automotive spare parts for U.S. Army vehicles—principally trucks of major U.S. makes; requests replies in German. Hans Bruckner (importer, wholesaler), Frankfurt/Main, Speyerstrasse 10. WTD 10/23/64.

PAKISTAN—Automotive spare parts, all kinds; direct purchase and agency; requests replies from manufacturers. Everest Corp. (importer, manufacturers' agent), Rawalpindiwala Bldg., Serai Rd., Karachi. WTD 10/17/62.

372 Aircraft, Parts

PAKISTAN—Aircraft accessories; direct purchase and agency, requests replies from manufacturers. Everest Corp., Rawalpindiwala Bldg., Serai Rd., Karachi. WTD 10/17/62.

SWEDEN—Equipment and spare parts for aircraft: wings, engines, propellers. Equipment, parts for helicopters, missiles. Direct purchase and agency. Osterman Aero AB (importer), Fack, Bromma 10. WTD 7/24/64.

Motorboat and yacht equipment, including compasses, nautical equipment, life saving jackets, water skis. Direct purchase and/or agency. Quotations cif Rotterdam, Hamburg or Bremen. Steinwascher & Co. (importer, wholesaler), Katharinenstrasse, 52 Siegburg. WTD 10/7/64.

373 Boat Building, Repairing

GERMANY—Brass ships' propellers, all dimensions; direct purchase. Prices should be quoted in cents per lb., cif Rotterdam. Horst Sahmel (importer, wholesaler, exporter), Metall-Grosshandel, 44 Grabenstrasse, 4019 Monheim/Rhld. WTD 10/15/64.

374 Railroad Equipment

● **CEYLON**—Supply of one diesel hydraulic or diesel-mechanical shunting locomotive of 200 hp., 5′ 6″ gauge, maximum permissible axle load 16 tons. Worldwide tender, deadline Dec. 30. The Chairman, Tender Board, Ministry of Communications, Colombo. Tender specifications and drawing available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

PAKISTAN—Railway wagons; direct purchase and agency; requests replies from manufacturers. Everest Corp., Rawalpindiwala Bldg., Serai Rd., Karachi. WTD 10/17/62.

● **SOUTH AFRICA**—Supply of 2 diesel-electric locomotives, 150-ton each, 3′ 6″ gauge, type Co-Co. Tender No. P.828, deadline Dec. 10. The Manager, Commercial Dept., South African Iron & Steel Industrial Corp. Ltd., P.O. Box 450, Pretoria. Tender documents, together with drawings, may be obtained upon payment of R50-00 (US$70) which will be refunded on receipt of a bonafide tender.

381 Engineering, Laboratory, Scientific Research Instruments

VENEZUELA—Laboratory equipment for food industry: quality control, raw material testing, development. Direct purchase and agency. Casa del Lechero S.A., Aptdo. 6489, Ave. Universitaria, Edificio Roseta, Los Chaguaramos, Caracas. WTD 9/9/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Measuring and control equipment for water works. Direct purchase and agency. Requests replies from manufacturers only; quotations cif Hamburg or Bremen. Alexander Supan (manufacturers' agent), 8 von-Manger-Strasse, 44 Muenster/W. WTD 10/9/64.

● **INDIA**—Supply of 4 MPF-type inclinometers, designed to be lowered into bore holes to measure variations in slopes. Tender No. 801/Beas/PR/5647/I-141, bid deadline Nov. 23. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Tender documents available from India Supply Mission (Ref. D/ENQ/1363), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● Supply of 50 pressure gauges, Schrader No. 8290 or alternative, 10-160 lb. per square inch pressure, 12″ long service type. Tender No. 810/Beas/PR/5879/F-39, bid deadline Dec. 9. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Tender documents available from India Supply Mission (Ref. D/ENQ/1366), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

MEXICO—Dynamometers for tensile testing of hard fibers and rope. Fabrica San Luis, S. A. (manufacturer), Aptdo. Postal 412, San Luis Potosí. WTD 10/23/64.

384 Surgical, Medical, Dental Instruments

FRANCE—Equipment for control of kidney and bladder pressure; cystoscopes and equipment for urinology; electrical bistoury for prostate ablation. Ets. A. Guerin (wholesaler), 27 Rue St-Sulpice, Paris 6e. WTD 10/9/64.

Instruments for heart surgery, surgical tubes, probes; respiratory, rhinology, laryngology equipment. Ets. Gauchard (importer, dealer), 3 Rue de Medicis, Paris 6e. WTD 10/9/64.

385 Ophthalmic Goods

SOUTH AFRICA—Ophthalmic lenses; ophthalmic frames, metal and non-metal. M. Wiseman & Co. (S.A.) Ltd. (importer, manufacturer), P.O. Box 6956, Johannesburg. WTD 9/15/64.

386 Photographic Equipment

GERMANY—Photographic equipment price quotation cif Rotterdam or Hamburg. Erich Kaiser (manufacturer, exporter), Industriegelaende, 6967 Buchen/Odw. WTD 10/28/64.

391 Jewelry, Silverware, Plated Ware

FRANCE—Stainless steel, silver plated or sterling silver flatware, to be used as gift or advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Stainless steel, silver-plated flatware; to be sold as gift articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Stainless steel, silver plated or sterling silver flatware, to be sold as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Stainless steel, silver-plated flatware; to be sold as gift articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Stainless steel or silver-plated flatware. Direct purchase and agency. Ets. Diedisheim (retailer), 2 Rue Boileau, Nantes (Loire Atlantique). WTD 10/23/64.

Stainless steel, silver plated flatware, to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

SOUTH AFRICA—Men's jewelry, cuff links and tie-bars; women's costume jewelry, broaches, earrings, necklaces, bracelets. Wants suppliers for wholesale trade. M. L. Laufer (importer, wholesaler), P.O. Box 8557, Johannesburg. WTD 6/12/64.

394 Toys, Amusement, Sporting, Athletic Goods

FRANCE—Toys, electric and non-electric, midget reproductions of trains, tracks, accessories; airplanes; boats; automobiles; army tanks, related lines; scientific toys for boys; good quality medium-priced articles. Requests replies in French, descriptive literature, price lists from manufacturers only. Maurice Verdeun (Societe) (retailer), 1 bis Rue des Piliers-de-Tutelle, Bordeaux, Gironde. WTD 10/28/64.

SOUTH AFRICA—Golf clubs, rubber grips for golf clubs, golf balls, hats, golf clothing; tennis and fishing equipment. Treger Golf & Sports (Pty) Ltd. (importer, manufacturer, agent), P.O. Box 8918, Johannesburg. WTD 9/9/64.

395 Pens, Pencils, Office, Artists' Materials

FRANCE—Office supplies including felt marking pens, stamp pads. Direct purchase and agency. Simaco (importer, dealer), 52 Rue du Faubourg Poissonniere, Paris 9e. WTD 10/26/64.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—Fancy jewelry articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/63.

Fancy jewelry articles. Direct purchase and agency. P. Varille (importer, wholesaler), 1 Cite Paradis, Paris 10e. WTD 10/23/64.

Fancy jewelry articles. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Fancy jewelry to be used as gift and advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Fancy jewelry, all kinds. Direct purchase and agency. Ets. Diedisheim (retailer), 2 Rue Boileau, Nantes (Loire Atlantique). WTD 10/23/64.

GERMANY—Novelties such as textile and plastic flower ribbons, chemical articles for spraying flowers, artificial flowers, pine cones, dried and prepared grass; quotations cif Rotterdam. Requests replies in German. J. Boetzel Nachf. Inh. Otto Lorenz (importer, wholesaler), 169 Oberbilker-Alee, 4 Duesseldorf. WTD 10/13/64.

GREECE—Hook and eye tapes. Importer-wholesaler-sales agent-manufacturer requests replies from manufacturers only with samples and fob or cif Piraeus price quotations. Direct purchase and/or agency. Kapsiania Bros.-"Banka," 13 Thisseos St., Athens. WTD 3/10/64.

Cuff links. Requests replies from manufacturers, exporters. Haritex—Harry J. Doumas (importer, wholesaler), 1 Emm. Benaki St., Athens (132). WTD 2/25/64.

HONDURAS—Button blanks and molds. Sr. don Michel Hasbun, Industria Alamplas de Centro America, S.A. (manufacturer), Aptdo. Postal 83, Tegucigalpa, D. C. WTD 10/26/64.

399 Manufacturing Industries

BELGIUM—All kinds of lamp shades. Cristel (importer, manufacturer), 29 Ave. Rogier, Brussels. WTD 10/21/64.

FRANCE—Perfume atomizers to be sold as gift articles. A. Nemery & Calmejane (manufacturer, importer, wholesaler), 41 Rue Vivienne, Paris 2e. WTD 2/26/64.

Perfume atomizers. Direct purchase and agency. P. Varille (importer, wholesaler), 1 cite Paradis, Paris 10e. WTD 10/23/64.

Perfume atomizers. Fabiora (manufacturer), 2 Rue des Haudriettes, Paris. WTD 10/22/64.

Perfume atomizers to be used as gift and advertising articles. Direct purchase and agency. Ets. Bocado (importer, wholesaler), 53 Ave. Hoche, Paris 8e. WTD 2/26/64.

Electric clippers for hair dressing. Direct purchase and agency. Les Entreprises Lepage (manufacturer), 61 Rue de Chevilly, l'Hay-les-Roses (Seine). WTD 10/12/64.

Perfume atomizers, to be sold as gift articles. Direct purchase and agency. Trefort & Cie. (importer, wholesaler), 13 Rue d'Hauteville, Paris 10e. WTD 4/11/64.

SWEDEN—Pin-ball, other amusement machines. Direct purchase and agency. Firma Lars Thoren (importer), Erstagatan 29, Stockholm So. WTD 7/23/64.

505 Farm Products—Raw Materials

GREECE—Hides, skins; importer-wholesaler-sales agent requests replies from manufacturers, exporters. Jean M. Barbaressos, 11 Vlachava St., Athens. WTD 1/30/64.

MEXICO—Raw hides; requests replies in Spanish. Luz Maria Romo Zermeno—Teneria Continental (manufacturer), Emiliano Zapata y Rio Balsas, Leon, Guanajuato. WTD 4/4/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Zealand to purchase various printing machines

The New Zealand Government Printing Office, Waterloo Quay, Wellington, has issued four tenders, Nos. 1310, 1311, 1312 and 1322, for a variety of printing equipment such as an offset press, dampening roller washing machines and bindery equipment.

The bid deadline for the first three tenders is Nov. 30 and for tender No. 1322, consisting of one gang stitcher, the bid deadline is December 7.

Specifications are available from the N. Z. Senior Trade Commissioner, 1145-19th St. NW., Washington, D.C. 20036; also on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

010 Commercial Farms

VENEZUELA—Fresh fruits; alfalfa; sesame seeds; nuts, almonds; legumes-dry beans, lentils. Sales agency. Frutera Latino-Americana C.A., Aptdo 8608, Edificio Java, Calle 300, Puente Soublette, Caracas. WTD 9/23/64.

202 Dairy Products

SPAIN—Full cream milk powder; sweetened condensed milk; evaporated milk. Desires exclusive agency of brands not already represented in Spain; requests replies in Spanish. Ignacio de Torres-Solanot (agency, manufacturers' representative), Edificio Santo Domingo, Jacometrezo 4-6, Madrid 13. WTD 12/4/63.

203 Canning, Preserving Foods

SPAIN—Canned foodstuffs, all kinds. Desires exclusive agency of brands not already represented in Spain; requests replies in Spanish. Ignacio de Torres-Solanot (agency, manufacturers' representative), Edificio Santa Domingo, Jacometrezo 4-6, Madrid 13. WTD 12/4/63.

VENEZUELA—Dried and dehydrated fruits.

Sales agency. Frutera Latino-Americana C.A., Aptdo. 8608, Edificio Java, Calle 300, Puente Soublette, Caracas. WTD 9/23/64.

209 Food Preparations

BELGIUM—Food preparations, all kinds, including canned fish. X. De Biolley (manufacturer, importer), 437 Rue Haute, Fraipont. WTD 10/28/64.

MEXICO—Meat, blood and feather meals; soy paste. Requests replies in Spanish from firms close to Mexican border. Grasas y Harinas Industriales, S. de R. L. de C. V. (manufacturer, importer, wholesaler), 171 Oriente No. 419, Mexico 14, D. F. WTD 9/9/64.

220 Textile Mill Products

DENMARK—Shirtings, such as Dacron-cotton-mixtures; laminated fabrics for men's, women's top-coats; lace of any kind for women's dresses, underwear. Requests replies from manufacturers, desires exclusive agency. Max Moller & Co. (agent), 17 Larsbjornsstraede, Copenhagen K. WTD 12/13/63.

VENEZUELA—Special textiles, consisting of two layers of different colors and material glued or vulcanized together for manufacture of ladies' shoes. Sales agency for entire country. Henric Schnirer (importer, sales agent), "Hacomag" Aptdo. 626, Edificio Manhattan, Esquina Cuji, Caracas. WTD 5/22/64.

221 Broad Woven Fabric Mills, Cotton

SOUTH AFRICA—Curtaining and upholstery fabrics, high grade, sophisticated goods. Department store chain requests replies from manufacturers, exporters. Norman Anstey Ltd. (retailer), P.O. Box 1003, Johannesburg. WTD 10/27/64.

VENEZUELA—Cotton fabrics for shirts and sport shirts (solid colors). Sales agency for entire Venezuela. Henric Schnirer (importer, sales agent), "Hacomag," Aptdo. 626, Edificio Manhattan, Esquina Cuji, Caracas. WTD 5/22/64.

Dacron, helanca and cotton fabrics for women's underwear and printed fabrics of same material. Henric Schnirer (importer, sales agent), "Hacomag" Aptdo. 626, Edificio Manhattan, Esquina Cuji, Caracas. WTD 5/22/64.

Dacron and cotton fabrics for shirts and sport shirts (solid colors). Henric Schnirer (importer, sales agent), "Hacomag" Aptdo. 626, Edificio Manhattan, Esquina Cuji, Caracas. WTD 5/22/64.

229 Textiles Goods

CHILE—Manila rope; exclusive agency. Compania Comercial de Valparaiso S.A. (importer, wholesaler, sales agent), Covalpo, Blanco 793, Casilla 169-V Valparaiso. WTD 1/15/63.

234 Women's, Misses, Children's, Infants' Under Garments

FRANCE—Babies' and teen-agers' underwear. Charles Rodrigues (commission merchant), 76 Ave. des Champs Elysees, Paris 8e. WTD 7/9/64.

283 Drugs

GERMANY—Chemical feeding agents for poultry, such as vitamins. L. Hartmann & Co. (manufacturer, wholesaler), 35 Taunusstrasse, 6 Frankfurt/Main. WTD 10/28/64.

MEXICO—Vitamin "A," Vitamin "D"-3, Vitamin "B"-12, Riboflavin, Niacin, D. L. Calcium Panthotenate, BHT (Butylated Hydroxyanisole), 3, 5 Dinitro Ortho Toluamida, 3 Nitro 4, Fenil Arsonic Acid, Vitamin "K." Vitaminas y Minerales, S.A. (manufacturer, wholesaler, retailer), Floresta No. 81, Mexico 16, D. F. WTD 5/12/64.

VENEZUELA—Pharmaceutical preparations for human use. Agency and distribution. Liveca Productos Farmaceuticos C.A. (manufacturer, sales agent), Aptdo. 3618, Edificio Liveca, Avenida Principal Los Ruices, Caracas. WTD 9/24/64.

284 Soap, Detergents, Cleaning Preparations, Cosmetics

VENEZUELA—Chemical specialties and supplies for laundry and dry-cleaning industries. Pro-Lava, C.A. (sales agent, distributor, importer), Aptdo. del Este 4495, Calle Pantin No. 24, Chacao, Caracas. WTD 10/6/64.

285 Paints, Varnishes, Lacquers, Enamels

CHILE—Marine paints; exclusive agency. Compania Comercial de Valparaiso (Covalpo) (importer, wholesaler, sales agent), Blanco 793, Casilla 169-V, Valparaiso. WTD 1/15/63.

287 Agricultural Chemicals

GERMANY—Insecticides for gardening, farming and poultry raising. L. Hartmann & Co. (manufacturer, wholesaler), 35 Taunusstrasse, 6 Frankfurt/Main. WTD 10/28/64.

289 Chemical Products

VENEZUELA—Chemicals and chemical preparations for meat products canning industry. Sales agency. Frutera Latino-Americana C.A. Aptdo. 8608, Edificio Java, Calle 300, Puente Soublette, Caracas. WTD 9/23/64.

306 Fabricated Rubber Products

VENEZUELA—Rubber packing rings, sleeve packings, valve disc packings for industrial machinery. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

307 Plastics Products

FRANCE—Fancy plastic tableware and kitchenware, to be used as advertising articles. Socomex (importer, dealer, agent), 94 Rue Lafayette, Paris 10e. WTD 1/22/64.

Plastic aerosol apparatus. Ets. Gauchard (importer, dealer), 3 Rue de Medicis, Paris 6e. WTD 10/9/64.

VENEZUELA—Plastic fabric, lace-type, flexible, for manufacture of women's shoes. Henric Schnirer, "Hacomag" (importer, sales agent), Aptdo. 626, Edificio Manhattan, Esquina Cuji, Caracas. WTD 5/22/64.

312 Industrial Leather Belting, Packing

VENEZUELA—Leather packings for industrial machinery. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

314 Footwear

FRANCE—Babies' and teen-agers' shoes. Charles Rodrigues (commission merchant) 76 Ave des Champs Elysees, Paris 8e. WTD 7/9/64.

319 Leather Goods

FRANCE—Leather desk articles, to be used as advertising articles. Socomex (importer, dealer, agent), 94 Rue Lafayette, Paris 10e. WTD 1/22/64.

322 Glass, Glassware

CANADA—Table, novelty and decorative glassware. Exclusive agency for Western Canada. H. Douglas Latter (manufacturer's agent), 388 Donald St., Winnipeg 2, Manitoba. WTD 10/26/64.

FRANCE—Ornamental glass tableware; ashtrays; other household items of china or earthenware. Socomex (importer, dealer, agent), 94 Rue Lafayette, Paris 2e. WTD 2/26/64.

VENEZUELA—Laboratory glassware. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

VENEZUELA—Nonmetallic abrasives, metal abrasives, except metal scouring pads. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Asbestos packings, metallic and semi-metallic packings for industrial machinery. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

BELGIUM—Tubes (finished or not) drawn, welded, aluminum, other alloys, except steel and copper; requests replies from manufacturers. Belgottube S.A., (wholesaler, agent) 159 Quai des Usines, Brussels. WTD 10/21/64.

342 Cutlery, Hand Tools, General Hardware

VENEZUELA—Hand tools for industrial and craftsmen's use and for hobby workshops. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

Hand tools and accessories for mechanics. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

343 Heating Apparatus, Plumbing Fixtures

VENEZUELA—Brass fittings for plumbing installations, domestic and industrial. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

344 Fabricated Structural Metal Products

BELGIUM—Air diffusers, sheet metal. Cegeac S.A. (importer, distributor), 13 Rue de Brederode, Brussels. WTD 9/19/61.

346 Metal Stampings

CANADA—Housewares, giftwares, all kinds. Exclusive agency for Western Canada. H. Douglas Latter (manufacturer's agent), 388 Donald St., Winnipeg 2, Manitoba. WTD 10/26/64.

348 Fabricated Wire Products

CHILE—Wire cables, wire rope; exclusive agency. Compania Comercial de Valparaiso S.A. (Covalpo) (importer, wholesaler, sales agent), Blanco 793, Casilla 169-V Valparaiso. WTD 1/15/63.

351 Engines, Turbines

VENEZUELA—Internal combustion engines,

small gasoline types except outboard, aircraft, automotive. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

352 Farm Machinery

AUSTRALIA—Lawn mowers, gasoline and/or electric driven. Domestic type. Harris, Scarfe & Sandovers Ltd., Attn: Mr. R. A. Lumsden (general merchants, manufacturers), G.P.O. Box B. 92, Perth. WTD 7/8/63.

BRITISH GUIANA—Agricultural machinery such as those used for growing, reaping, producing and processing sugar and rice. Edward B. Beharry (importer, manufacturer, sales agent), 161 & 191 Charlotte St., Georgetown. WTD 8/25/64.

VENEZUELA—Lawn mowers, all types. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

354 Metalworking Machinery

BELGIUM—Industrial machinery and special tools for use in iron tube industry; requests replies from manufacturers. Belgotube S.A. (wholesaler, agent), 159 Quai des Usines, Brussels. WTD 10/21/64.

CHILE—General line of machine tools; exclusive agency. Compania Comercial de Valparaiso S.A., Covalpo (importer, wholesaler, sales agent), Blanco 793, Casilla 169-V, Valparaiso. WTD 1/15/63.

FRANCE—Machine tools attachments (metalworking). Ets. Goldring & Cie (importer, dealer), 10 Rue Camille Desmoulins, Levallois-Perret (Seine). WTD 10/20/64.

VENEZUELA—Power-driven hand tools, industrial, pneumatic, electric portable type. Marc Mosko, Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Gages, precision measuring tools, for industrial application. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Oxygen-acetylene welding apparatus. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Acetylene welding and cutting apparatus. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Hand power tools for use in industrial installations (production, maintenance); 110 V, 50 and 60 cycles. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

356 General Industrial Machinery

BELGIUM—Air purification equipment. Cegeac S.A. (importer, distributor), 13 Rue de Brederode, Brussels. WTD 9/19/61.

VENEZUELA—Portable and stationary air compressors. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

358 Service Industry Machines

BELGIUM—Air-conditioning blowers; requests replies from manufacturers. Cegeac S.A. (importer, distributor), 13 Rue de Brederode, Brussels. WTD 9/19/61.

GERMANY—Air conditioning and air purification units and equipment for buildings. L. Hartmann & Co. (sales agent), 35 Taunusstrasse, 6 Frankfurt/Main. WTD 10/28/64.

VENEZUELA—Commercial laundry, drycleaning and pressing machinery, equipment and accessories. Pro-Lava, C.A. (sales agent, distributor, importer), Aptdo. del Este 4495, Calle Pantin No. 24, Chacao, Caracas. WTD 10/6/64.

Air conditioning equipment, industrial and domestic. Sales agent. Spare parts for air conditioning equipment. Mantenimiento de Aire Acondicionado C.A. Aptdo. 10729, Calle Real del Prado de Maria 34-1, Caracas. WTD 9/10/64.

Refrigeration components, accessories. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

361 Electric Transmission, Distribution Equipment

VENEZUELA—Precision measuring instruments for industrial application. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Remote speaker switches, controls. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Low and high voltage power transmission equipment. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

362 Electrical Industrial Apparatus

VENEZUELA—Electric motors, AC, 110 V, 50 and 60 cycles. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

Steam seal, carbon or graphite packing rings. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Welding wire, rods. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Fractional and integral electric motors, 110/120 V, 50 & 60 cycles. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

363 Household Appliances

BELGIUM—Air purifiers electric, household; requests replies from manufacturers. Cegeac S.A. (importer, distributor), 13 Rue de Brederode, Brussels. WTD 9/19/61.

VENEZUELA—Small household electrical appliances, 110 V, 50 and 60 cycles. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

364 Electric Lighting, Wiring Equipment

FRANCE—Lamps, floor or table, for home. Socomex (importer, dealer, agent), 94 Rue Lafayette, Paris 10e. WTD 1/22/64.

365 Radio, Television Receiving Sets

VENEZUELA—Phonograph needles, cartridges. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Audio amplifiers, control units; consumer type. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Recording tapes, blank, for home and professional tape recorders. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Loudspeakers for replacement in home and automobile receivers, phonographs. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Automatic record changers. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Amplifiers, for record players, phonographs, PA systems. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

366 Communication Equipment

VENEZUELA—Radio communication equipment: ham, CB, mobile. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' agent), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

367 Electronic Components, Accessories

VENEZUELA—Replacement I.F. transformers. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Spare parts for radio receivers, phonographs, record players, TV receivers. Sales agency. Requests replies in Spanish. Representaciones Rey Macal (manufacturers' representative), Edificio La Previsora, Principal a Conde, Caracas. WTD 9/17/64.

Resistors for radios, TV receivers, record players. Agency for Venezuela. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Electron tubes, receiving types, except cathode ray, for radio and TV receivers, phonographs, amplifiers. Transistors, crystal diodes and similar solid state devices for radio and TV receivers. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Spare parts for radios, TV receivers, record players. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

Capacitors for radios, TV receivers, record players. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

371 Motor Vehicles, Motor Vehicle Equipment

VENEZUELA—Automobile antennas. Luis Camejo Nunez (sales agent), Aptdo. 12742, Edificio San Ignacio, Oficina 9, Marron a Pelota, Caracas. WTD 9/25/64.

381 Engineering, Laboratory, Scientific, Research Instruments

BELGIUM—Ultrasonic equipment for medical purposes, used in hospitals; ultrasonic special forming equipment; also ultrasonic cleaners, degreasers. Ets. G. Van Keerbergen (agent), 32 Rue des Astronomes, Brussels. WTD 10/15/64.

VENEZUELA—Laboratory equipment, all kinds, for medical laboratories. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

VENEZUELA—Laboratory apparatus, scientific instruments, for medical and research laboratories. Sales agency. Distribuidora Medica, C.A., Aptdo. 3982, Torre a Veroes, Edificio Lander, Caracas. WTD 9/15/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BELGIUM—Temperature, pressure recorder controller systems for temperature control and regulating flow of liquids in iron tubes. Belgotube S.A. (wholesaler, agent), 159 Quai des Usines, Brussels. WTD 10/21/64.

383 Optical Instruments, Lenses

VENEZUELA—Optical instruments for medical (diagnostic) use; optical instruments for medical laboratories. Sales agency. Distribuidora Medica, C.A., Aptdo. 3982, Edificio Lander, Torre a Veroes, Caracas. WTD 9/15/64.

384 Surgical, Medical, Dental Instruments

VENEZUELA—Oxygen therapy apparatus, aspirators. Sales agency for entire country. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Sterilization equipment; stainless steel utensils; for hospitals. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Surgical and medical instruments. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Personal safety devices, for industrial workers. Marc Mosko (sales agent), Hotel Sava, Ave. Lima, Los Caobos, Caracas. WTD 10/8/64.

Surgical, medical and hospital instruments, equipment. Sales agency. Distribuidora Medica, C.A., Aptdo. 3982, Torre a Veroes, Edificio Lander, Caracas. WTD 9/15/64.

399 Manufacturing Industries

FRANCE—Scotch tape dispensers of golden metal or leather covered; wooden ashtrays for office or home; perfume atomizers; for use as advertising articles. Socomex (importer, dealer, agent), 94 Rue Lafayette, Paris 10e. WTD 1/22/64.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Sept. unless marked otherwise.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Argentina, August.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Greece, August.

American Firms, Subsidiaries and Affiliates—Denmark, August.

Architects, Builders, Contractors and Engineers—Morocco, August.

Business Firms—Mauritius, August.

Business Firms—Northern Rhodesia (Zambia), August.

Business Firms—Southern Rhodesia, August.

Business Firms—Somali Republic, August.

Chemical Importers and Dealers—Greece, August.

Chemical Importers and Dealers—Spain, August.

Chemical Importers and Dealers—Sweden, August.

Confectionery Importers, Dealers and Manufacturers—Netherlands Antilles.

Dry Goods and Clothing Importers and Dealers—Morocco, August.

Electronic Equipment for Home Entertainment, Phonograph Record, and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Trinidad and Tobago.

Electronic Equipment, Electron Tube and Other Electronic Component and Accessories Importers, Dealers and Manufacturers—India.

Electronic Equipment, Electron Tube and other Electronic Component and Accessories Importers, Dealers and Manufacturers—Iran.

Electronic Equipment, Electron Tube and other Electronic Component and Accessories Importers, Dealers and Manufacturers—Republic of South Africa, August.

Fertilizer Importers, Dealers, Manufacturers and Exporters—Chile.

Fertilizer Importers, Dealers, Manufacturers and Exporters—India, August.

Hide, Skin and Fur Importers, Dealers and Exporters—Pakistan, August.

Household Appliances Importers and Dealers—Trinidad and Tobago, August.

Instruments, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers and Manufacturers—France, August.

Instruments, Medical, Surgical, Hospital, Scientific, and Process Importers, Dealers and Manufacturers—Sweden, July.

Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Lebanon.

Machine Tool, Die, other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Costa Rica, August.

Machinery and Equipment, Electrical Importers and Distributors—Guatemala.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Italy, August.

Machinery and Equipment, Except Electrical Importers and Distributors—Argentina.

Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Nicaragua, August.

Plastic Material Importers, Dealers and Manufacturers—United Kingdom, July.

Pulp and Paper Mills—India, July.

Sporting Goods, Toy and Game Importers and Dealers—Australia, August.

Sporting Goods, Toy and Game Importers and Dealers—Mexico, July.

State Trading Organizations—Hungary, August.

Textile Industry—Brazil, August.

Vending Machine Importers and Dealers—Spain, August.

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic Minerals

CHILE—Lapis lazuli (in rough). Rodolfo Neef W., Av. Brasil 2116, Casilla 1246, Valparaiso. WTD 10/16/64.

203 Canning, Preserving Foods

FRANCE—Truffles (trade mark "La Truffe de Sauzet"), extra and other qualities, in tin cans 1/32, 1/15, 1/8, 1/4, 1/2, 1/4; net weight from .44 oz. to 14.11 oz. Wholesale exportation, direct or through agents in all sections of U.S., except California and Nevada. Societe Cooperative Agricole du Grand Quercy (processors & packers of truffles), Sauzet, Lot. WTD 10/28/64.

209 Food Preparations

CHILE—Algae. Amadeo Leon R., Rengo 1336, Casilla 1016, Concepcion. WTD 10/16/64.

230 Apparel

SWEDEN—Women's dresses. Konfektions AB Hyltea (manufacturer) Brogatan 24, Halmstad. WTD 10/1/64.

242 Sawmills, Planing Mills

CHILE—Alerce (Fitzroya cupressoides), a very light, durable, soft, straight grained wood (similar in texture to redwood); used for shingles, masts, telegraph and telephone poles, as a core stock for veneers, boat decking, planking, window sash and frames. The inner bark is highly prized as a caulking material. Cooperative Agricola Forestal y Maderera "Comao" Ltda. (sawmill, exporter), Huerfanos 757, Oficina 711, Santiago. WTD 9/28/64.

243 Prefabricated Structural Wood Products

FINLAND—Sales association for manufacturers of prefabricated sauna bath houses seeks import agents to sell its saunas in U.S.; willing to sell direct or to enter into distributor arrangements. Puutalo, Mannerheimintie 9 B, Helsinki. WTD 10/26/64.

346 Metal Stampings

SWEDEN—Cooking utensils. AB Moderna Kok, Tengdahlsgatan 26-30. WTD 7/22/64.

354 Metalworking Machinery

ITALY—Manufacturer of revolving centers for lathes, key and keyless chucks, seeks agents. Ing Luciano Port a & C. S.A.s., Borgaretto (Torino). WTD 10/29/64.

355 Special Industry Machinery

SWEDEN—New special machinery for paper, pulp and water-purifying industries. Leje & Thurne AB, Nybrokajen 7, Stockholm 16. WTD 7/22/64.

363 Household Appliances

SWEDEN—Electric household appliances such as toasters, irons, pressure cookers. AB Moderna Kok, Tegndahlsgatan 26-30, Stockholm. WTD 7/22/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWEDEN—Oil pressure gage—measuring instrument. AB Pegasus, Kammakargatan 41-43, Stockholm. WTD 7/24/64.

399 Manufacturing Industries

CHILE—Handicraft in textiles, wood onyx, lapiz lazuli, agate, jasper, ceramic, horse hair, leather. Rodolfo Neef W. (exporter), Av. Brasil 2116, Casilla 1246, Valparaiso. WTD 10/16/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

FRANCE—Rene Gentil, representing Maison Roblot S.A., 8, Place Massena, Nice, interested in **embalming techniques; U.S. hardwood and other funeral equipment.** Requesting technical information on chemical products relating to funerals. Here for two weeks. c/o Mr. Goodstein (lawyer), 369 Lexington Ave., New York. Itinerary: New York, Syracuse, Washington, Miami, New Orleans, Los Angeles, San Francisco, Chicago.

HONG KONG—Richard Ying, representing Oriental Pacific Mills Ltd., Hong Kong, interested in examining **U.S. automatic wool knitting machinery, shuttleless looms and machinery for producing nonwoven fabric; contacting knitting equipment producers.** Here for five weeks. c/o Department of Commerce Field Office, Western Pacific Bldg., 1031 S. Broadway, Los Angeles, Calif. 90015. Itinerary: Los Angeles (Nov. 14-21), Dallas, Chicago, Detroit, Cleveland, Boston, Philadelphia, New York (Dec. 17-19).

SPAIN—Daniel Aler Martinez-Tenreiro and Juan Julet Saez, executives representing EPABSA (Elaboracion Productos Alimenticios Basicos, S.A.), Avda. de la Sardineira 35, La Coruna, interested in **refrigerating machinery plants; visiting food freezing plants; buying special machinery for EPABSA. Requesting technical information on food freezing and cold storage industry.** Here for two weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York (New York, Buffalo, Syracuse, White Plains); New Jersey (Secaucus, East Orange, Jersey City); New Bedford, Mass.; Pennsylvania (York, Waynesboro); Maine (Rockland, Portland); Washington Grove, Md.; Chicago; possibly San Francisco, Modesto, Santa Clara, Calif.

THAILAND—Opas Leutpruk, Chairman, Indhanon Co., Ltd. and Director, Satupulo N.L., 501 New Road, Bangkok, interested in **tobacco planting, harvesting, curing, processing; importation of tobacco-fertilizer, drying and curing equipment, mining equipment such as jigs and hydrocycone equipment. Requesting technical information on tobacco planting and processing.** Nov. 22 via New York for one month. c/o Royal Thai Embassy, 2490 Tracy Pl. NW., Washington, D.C., 20008. Itinerary: New York (Nov. 22-23); Washington (Nov. 23-24); Charlotte, Oxford, Raleigh, N.C.

Construction Projects

AUSTRALIA—(A£ 1=US$2.24) The Postmaster-General's Dept. is considering four possible systems—underground coaxial, submarine coaxial, microwave link and synchronous satellite—for a **new large capacity broadband telecommunications link across the Nullarbor Plain,** a distance of 1050 miles. Cost of the link, tenders for which will be called before the end of the year, is expected to be between A£ four to six million. While the micro-wave link appears to be best suited for the project, it is believed overseas manufacturers could come up with new methods. It is likely that the tender documents will specify the result desired and leave the means of achieving it largely up to the individual tenderers. **Write:** Telecommunications Division, Postmaster-General's Dept., Treasury Gardens, Melbourne, Victoria.

A three-phase **hospital expansion and modernization program** is being planned at an estimated cost of $6¾ million. The first phase reportedly includes a six-story building to house various hospital departments. The second phase will include a five-story building which will have a library, classrooms and specialized medical facilities. The third and last phase is to provide a building for administrative offices, committee rooms and additional accommodations for patients. The expansion and modernization program is not expected to be placed under construction until 1966. **Write:** Yuncken, Freeman Pty. Ltd., 411 King St., Melbourne, Victoria.

CANADA—(C$10=US$9.25). The British Hydro & Power Authority has awarded the contract for the construction of **Duncan Lake Dam,** the first of three dams to be built under the terms of the Columbia River Treaty, to a consortium of three companies, namely, Mannix Ltd., 738—8th Ave. SW, Calgary, Alberta; Standard-General Construction (International) Ltd., P.O. Box 3900, Postal Station A, Calgary, Alberta, and Emil Anderson Construction Co. Ltd., 5763 Oak St., Vancouver, British Columbia. The low bid was C$15,899,857, about 15% below advance estimates. Work is expected to begin before the end of November.

COSTA RICA—(100 colones=US$15). Construction of an Atlantic-Pacific **tunnel** is being considered as an alternative to a surface cross-isthmus canal. The tunnel cut through about 5000 ft. of bed-rock, would accommodate ships and land traffic. Two Chilean engineers, Jorge Cortinez and Roberto Gomez, have reportedly applied to the Costa Rican Government for the concession over a strip of territory about five miles wide and running from the Pacific to the Atlantic Ocean. **Write:** Ministerio de Transportes, Direccion de Vialidad, San Jose.

FRANCE—100 NFranc=US$20.25) Preliminary plans for construction of an **international class hotel** at the Lyon Fairgrounds have been announced. The hotel is to be constructed and operated by Societe Eurotel France, Pierre Daturi, President, Directeur General, 1 Rue Lamartine, Nice (Alpes-Maritimes). Specifications are not yet available but the Societe is interested in receiving propositions from U.S. firms providing general building fixtures including metal door and window fixtures and casings, electrical installations, radio, plumbing, elevators, air conditioning, restaurant and bar equipment and hotel furniture. The Societe also indicated a possible interest in partial U.S. financing.

LIBERIA—Bids for the erection of a **medical center** are to be called. The center is to include a 250-bed training hospital and a dormitory. The hospital will be a four-story building containing an out-patient department, diagnostic clinic, administration offices, laboratory, kitchen, operating room, classrooms, and ancillary facilities. The dormitory and hospital are to be constructed with re-inforced concrete. **Write:** Department of Public Works & Utilities, Monrovia.

MEXICO—(100 pesos=US$8) The Inter-American Development Bank has extended a loan equivalent to $9,800,000 from its Fund for Special Operations to help finance the construction of **nine irrigation systems** in the heavily populated central part of Mexico.

The loan, extended to Nacional Financiera, S.A., Mexico's national financing agency, will help develop the Lerma-Chapala-Santiago basin. Formed by the Lerma River, Lake Chapala and the Santiago River, the basin is the largest in the country. It is located in the temperate, semiarid central-western area of Mexico and includes portions of nine states and such important cities as Guadalajara, Leon, Aguascalientes and Zacatecas. The basin covers an area of more than 32 million acres, representing 6.5% of Mexico's territory, and its population numbers about 7.4 million inhabitants, nearly 20% of the nation's total.

Specifically, the project calls for the construction of nine independent irrigation systems in different sites in the basin as well as for on-farm investments devoted to the systematic cultivation of about 53,550 acres of farmland to be irrigated with the proposed installations. The largest of these is the so-called Begona System, designed to irrigate 32,880 acres of land in the Celaya Valley in the central district of the State of Guanajuato. The other eight are: Los Arcos, 2100 acres in Corregidora, in Queretaro State; San Miguel de Tlaxcaltepec, 692 acres in Amealco, Queretaro; Lagunillas, 4577 acres in Acatic in

Jalisco State; La Red, 2618 acres in the Calderon Valley of Jalisco; Cuquio, 3144 acres in the town of the same name in Jalisco; San Antonio, 4829 acres in Teocaltiche, in Jalisco; Achimec, 919 acres in Huejaca, in Jalisco; and La Codorniz, 1976 acres in Calvillo in the State of Aguascalientes.

On-farm investments to be financed under the project include such permanent improvements as the construction of **canals, drains, intake facilities, road, stables, fences and fruit orchards** as well as the purchase of capital goods.

Mexico's Dept. of Hydraulic Resources will be responsible for the construction of the irrigation installations and the Mexican Dept. of Agriculture will direct the farm operations in the irrigation districts.

MOZAMBIQUE—The following developments have been reported from Lourenco Marques:

As a first step toward the **construction of a university city,** the Governor General of Mozambique has ordered the expropriation, (with compensation) of 300,000 square meters of choice residential property from the Delagoa Bay Lands Syndicate, Ltd., of Johannesburg. Actual construction is to begin in January 1965, priority being given to the School of Sciences. No cost estimates have been made public.

Announcement from Lisbon states that the Overseas Ministry has authorized the Government of Mozambique to guarantee a loan of $696,379 to be negotiated by the Municipality of Lourence Marques with the Montepio de Mocambique, a mutual savings institution. Proceeds of the loan will finance **sewage and sanitation improvements** in Lourenco Marques. In addition, the Government of Mozambique was authorized to make a subsidy of $55,710 to the Municipality of Inhambane and of $69,638 to that of Chimoio, also for municipal improvements.

A Lisbon-datelined despatch announced that Mozambique's share of the Intermediate Development Plan (Plano Intercalar de Fomento) for 1965-67 estimated investments of approximately $188 million, or 37.5% of the total estimated for all Portuguese overseas territories. Largest items for Mozambique are **Transportation and Communications** ($61.66 million); **Industrial Development** ($50 million); and **Agriculture, Forestry and Animal Husbandry** ($26.46 million).

Write: The American Consul General, Lourenco Marques.

PERU—Southern Peru Copper Corp. will invest $16 million next year for **expansion of the Toquepala Flotation Mill and installation of a third steam turbine generator in its Ilo power plant.**

The present concentrator is made up of three and a half sections and has a total designed capacity for treating 30,912 S.T. of ore daily. A half section will be added to the present mill with cyclones being used in the grinding section instead of rake classifiers as at present. The completed four-section mill will be capable of treating 37,000 S.T. of ore per day. With the milling of the larger daily ore tonnage, the production of copper will not increase appreciably, as it is calculated that the mill heads will be of lower grade.

The present power plant at the smelter near Ilo is equipped with two 22,000 KW turbo generators and four waste heat boilers. The third turbo generator to be installed will generate 66,000 KW and is said to be so highly efficient that it will consume less fuel than the two turbines now in operation.

The new installations are scheduled for operation in September 1965.

THE FIRST MESSAGE TO SWEDEN over the new coaxle cable that connects the United States, Sweden, Norway and Denmark was sent November 6th from the Swedish Embassy library in Washington, D.C. Exchanging greetings with the Swedish Minister of Commerce were (left to right, standing), Edward A. Gallagher, President of Western Union International, Under Secretary of Commerce Franklin D. Roosevelt Jr. and Swedish Ambassador Hubert de Besche. Domestic telex subscribers now have this service available.

Open direct telex cable to Sweden, northern area

A direct telex circuit via cable from the United States to Sweden, Norway, Denmark and Finland was inaugurated in Washington Nov. 6. The new direct cable connection to these countries replaces a system that required all traffic to go via London, where it was transferred to the Great Northern Telephone Co. lines. The cable now terminates in Sweden but has direct connections to Norway, Denmark, and Finland.

Western Union International and domestic telex subscribers now have this new service available, as do all TWX subscribers within the United States.

Emphasizing the importance of the occasion, the first message was transmitted from the library of the Swedish Embassy in Washington, with the Swedish Ambassador Hubert de Besche and U.S. Under Secretary of Commerce Franklin D. Roosevelt, Jr., exchanging greetings with the Minister of Commerce in Sweden, Gunnar Lange, who served as the first chairman of the European Free Trade Association.

Also present when the line was opened were Dr. Haakan Sterky, Director General, Telecommunications, Sweden; Edward A. Gallagher, President of Western Union International, and others.

New Books and Reports

***The United States and Canada.* Edited by John Sloan Dickey. Published by Prentice-Hall for the American Assembly, Columbia University. New York, October 1964. 184pp. $3.95 ($1.95 paperbound).**

The United States and Canada attempts to offer a realistic approach to understanding the complex Canadian-American relationship. It brings together spokesmen from both sides of the border who discuss candidly the "sour patches" in U.S.-Canadian relationships—the hard issues of continental defense, trade and investment, distribution of border resources, and cultural exchange, among others—which constantly unsettle the alliance.

These divisive issues are appraised within the perspective of the common history, geography, and institutions which irrevocably bind the countries together. Throughout the book, the contributors make explicit reference to the great interminglings of peoples and cultures that cement the ties between Canada and the United States. Repeatedly they emphasize the famous border, not because it is unfortified, but because the two national societies regard it so differently while being bound by it.

Write: Edna S. Levine, Prentice-Hall, Inc., Englewood Cliffs, New Jersey.

***Overseas Business Reports*. U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Selling in Pakistan. OBR 64-114. 11pp. Describes the various import channels, major marketing areas, national import policy, port and storage facilities, commercial policies and trade customs, marketing aids such as advertising, Government procurement procedures, selling under terms of U.S. loans, and gives needed information for business travelers going to Pakistan.

Market Factors in the U.A.R. OBR 64-117. 7pp. Outlines the scope and nature of the market, consumer purchasing power, sales and prices, economic development; competitive factors such as trade agreements, regional trade organizations, import and exchange controls, and business practices; and gives a market analysis for selected agricultural products and machines, industrial machinery, motor vehicles and petroleum.

Got problems?

The Los Angeles Chamber of Commerce has published a limited supply of papers delivered at its 1964 institute on management problems in doing business abroad. Titles include: Protection of Industrial Property Rights Abroad; Recent Developments in Taxation of Foreign Income; International Arbitration; International Litigation; and Antitrust Aspects of International Transactions. The cost is $5 for Chamber of Commerce members and $10 per copy for non-members.

Write: World Trade Department, Los Angeles Chamber of Commerce, 404 South Bixel Street, Los Angeles, California 90054.

***The Foreign Assistance Program: The President's Report to Congress for Fiscal Year 1963*. Published by the U.S. Government Printing Office. Washington, October 1964. 88pp. 35 cents.**

The report summarizes the program for fiscal year 1963, with particular emphasis on the expanding role of private enterprise. Other topics include a review of material resources, the military assistance program, the Alliance for Progress, and area breakdowns of the program in the Near East and South Asia, the Far East, and Africa, as well as a review of the assistance efforts of other Free World Nations.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Doing Business in Spain*. Published by DePaul University. Chicago, October 1964, 106pp. $3.**

This monograph covers tax, legal, financial, marketing, geographic and economic aspects of foreign ventures in Spain, compiled from eight addresses given before an executive seminar at DePaul last spring.

Contributors include: Richard Houk, chairman of the Department of Geography at DePaul University; Edwin H. Lewis, professor of Marketing at the University of Minnesota; Dwight Hightower, partner in the international law firm of Baker, McKenzie & Hightower; Jose R. Novas, associate, Baker, McKenzie & Hightower; Robert W. Hamerschlag, Chief of the United Kingdom-Iberian Section in the Bureau of International Commerce of the U.S. Department of Commerce; Martin F. Pella, international economic analyst for the Harris Trust and Savings Bank of Chicago; Hugh Davies, General Manager of the Overseas Division of International Harvester Company; Gordon Nicholson, tax partner in the Chicago office of Arthur Andersen and Company; Joaquin Gutierrez Cano, Executive Director of the International Bank for Reconstruction and Development.

Write: Miss Jeanne Maloney, College of Commerce, DePaul University, 25 East Jackson Boulevard, Chicago, Illinois 60604.

***The Americanization of Europe: Americans and American Companies in the Uncommon Market*. By Edward A. McCreary. Pubished by Doubleday and Company, New York. November 13, 1964. 295pp. $5.50.**

A survey of the implications of the American economic involvement in Europe, and the effects on both areas.

The author reviews the relationships of businessmen with banks, governments and unions in Europe; the role of American manufacturers in Europe; American marketing techniques and service industries in Europe; differences between U.S. and European laws, and the reasons therefor; American and European management in Europe; American life abroad; and, the escaping corporation.

Write: Doubleday & Company, Inc., 277 Park Avenue, New York, N.Y. 10017.

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Calendar *for international traders*

November

16—Charleston Lions Club, Francis Marion Hotel, **Charleston, S.C.** Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

16-18—51st National Foreign Trade Convention, Waldorf Astoria Hotel, **New York.** Sponsor: National Foreign Trade Council. Speaker (Nov. 18): Eugene M. Braderman, Director, Bureau of International Commerce.

17—National Industrial Heating Institute, Sheraton-Cleveland Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

17—In-office Workshop, Field Office, **Chicago.**

17—"First Step" Export Workshop, Third National Bank, **Nashville, Tenn.** Sponsors: Third National Bank; Field Office, Department of Commerce.

17—New York REEC meeting, 8:45 a.m., First National City Bank, **New York.** Speaker, Daniel L. Goldy, National Export Expansion Coordinator.

17—Missouri Governor's Conference on Export Expansion, Missouri Hotel, **Jefferson City, Mo.** Sponsor: REEC.

18—South Carolina State Wide Export Expansion Conference, School of Business Administration, University of South Carolina, **Columbia, S.C.** Sponsors: University of South Carolina, REEC, Field Office, Department of Commerce. Speaker: George Donat, Administrator, BDSA.

18—Export Expansion Seminar, Scranton Chamber of Commerce Building, **Scranton, Pa.** Sponsored by the Pennsylvania Power and Light Co., Scranton Chamber of Commerce and Philadelphia REEC.

18—Foreign Trade Credit Group, Chicago-Midwest Service Corp. Morrison Hotel, **Chicago.**

18—Export expansion seminar, 9-12 a.m., Continental Can Co., **Terminal Island, Calif.** Sponsors: San Pedro Chamber of Commerce; Field Office, Department of Commerce.

18—Shirt sleeve conference, Town House Hotel, **Kansas City, Kan.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

18—In-office workshop, 12:45 p.m., Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

18—International Day, 2 p.m., Law School, University of Pennsylvania, **Philadelphia.** Sponsors: International Business Department, University of Pennsylvania; Propellor Club.

19—REEC meeting, 2 p.m., Field Office, **Philadelphia.**

19—Sales and Marketing Executives of Southern New Jersey, Kenney Suburban House, Route 70, **Cherry Hill, NJ**—Trade Fair Citation Presentations.

19—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

19—2d Annual Foreign Trade Seminar, University of Arizona, **Phoenix, Ariz.** Sponsors: University of Arizona, REEC, Field Office, Department of Commerce. Speaker: Roy L. Morgan, Director, Office of Field Services.

19—American Finance Conference—3d Conference on Regional Accounts, Hotel Seville, **Miami.** Speaker: Dr. Richard H. Holton, Asst. Secy. for Economic Affairs.

19—National Association of Real Estate Boards, Fontainbleau Hotel, **Miami.** Speaker: George Donat, Administrator, BDSA.

19—World Trade luncheon, Mid-Day Club, **Cleveland.** Speaker: A. Worden Evans, Canadian Consul and Senior Trade Commissioner. Sponsor: Cleveland World Trade Assn.

19—REEC meeting, Twins Motor Hotel, **St. Paul, Minn.**

19—World Trade Club of St. Louis, monthly dinner meeting, Ruggeri's Restaurant, **St. Louis.**

19—Foreign Traders Association of Philadelphia, November Meeting. Shop talk, dinner and general meeting, Sheraton Hotel, **Philadelphia.** 5 p.m. Topic: Japan—Land of Opportunity.

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